EUROPE'S BUSINESS NEWSPAPER

tenne II F [3]
Conce II II II
Conce II II
Conce II III

MAS 12 Manuar Ma B Cl: IIA1, - 0n 6 50 Rep 15 Pedgener 785 19 19 A . S1 00

## Uganda convoy heads for Kenya

An evacuation of expatriates from Uganda began as 100 vehicles carrying an estimated 300 people headed for the Kenyan border following last Saturday's military

The departure was organised by Peter Penfold, the acting British High Commissioner, who has been negotiating with Ugandan army of-Soors since the takeover.

Menwhile, the new regime pemed Paulo Muwanga, the former

rice President in Milton Obote's loppled Government as the country's new prime minister. Page 3

#### Indian MP killed

Two youths shot and killed Lalit Maken, an Indian trade union leader, in Delhi. Premier Rajiv Gandhi described the 34-year old MP as one of the country's most promising and dynamic politicians. Page 3

#### Christians in talks

Christian leaders of rival groups in ebanon met for talks in moves apparently aimed at isolating President Amin Gemayel. Page 3

#### Suicide attack

A boy aged 13 was thought to have been the driver of a suicide carbomb which killed a civilian and bullion market to \$325.25 but was wounded two Israeli soldiers in higher in Zurich at \$326.25. Page 28

#### U.S. foreign aid

The U.S. House of Representatives approved a \$12.7bn compromise foreign aid bill for 1986 that opens the door to new or revised U.S. military involvement in Nicaragua, Kampuchea and Angola. Page 4

#### Grape juice alert

Austrian b toxic chemical used in anti-freeze in stemby produced grape juice. A warning was issued not to drink the BELCIAN hank rate rises by & perbrand of jules produced in the province of Lower Austria.

#### Thatcher restruffle

The reshuffle in the British cabinet may be more extensive than originally thought likely, with two or three senior ministers facing demotion. Page 6

#### **BBC** strike

BBC television journalists in Britnin voted to strike in protest against the corporation's decision not to show the documentary featuring the suspected IRA leader, Martin McGumness. Page 8

#### **New TV for France**

The French Government will finance a new cultural television channel and has given further details about the creation of two commercial nationwide channels.

#### Korean arrest

South Kore is leading dissident pol-itician, Kim Due-Jung, was again put under house arrest. Page 3

#### Bulgerian executed

Bulgaria executed a man for sabetage at an international ski resort in the first with case since tough anti-terror: laws were passed last May, acro and to the government Bewspept:

Dentists fill pockets timesta: thorities are trying to trees dis a dentists who are pristably in Austrians in return for pages at a hard currency. The statistic foreign exchange

rules me ..... le taxation, Page ? Storm over weather

:..t:onal weather service mustigation for failing to Baltic lost week.

storm which swept Page 15 CONTENTS -

# Eastman : fall 28%

EASTMAN KODAK, the world's largest photographic products group, reported a 28.3 per cent drop net second-quarter profits to \$164.3m or 72 cents a share. Sales slipped 4 per cent to \$2.46bn. Halfyear net fell 27.8 per cent to \$279.5m or \$1.22 a share on sales 2.4 per cent down at \$4.58bn.

Kodak

profits

COLGATE-PALMOLIVE, the U.S. household and personal car products group, plans a major corporate restructuring scheme which may generate \$260m from the sale of assets. The company will also repurchase 18 per cent of outstanding shares at the cost of \$442.5m.

DOLLAR finished weaker in London, falling to DM 2.8055 (DM 2.817), FFr 8.56 (FFr 8.57) and Y236.85 (Y237.3) but improving slightly to SwFr 2.298 (SwFr 2.295). On Bank of England figures the dollar's index fell to 136.5 from 136.8.

STERLING fell in London, losing 1.45 cents against the dollar to \$1.4085. It was also lower at DM 3.955 (DM 4.0), FFr 12.0575 (FFr 12.175), SwFr 3.245 (SwFr 3.2575) and Y333.5 (Y336.75). The pound's exchange rate index fell 0.9 to 83.5.

GOLD fell 50 cents on the London In New York, the Comex August settlement was \$327.10.

WALL STREET: The Dow Jones in-dustrial average closed 1.35 up at 1,347.45 Page 36

LONDON equities finished with strong gains. The FT Ordinary in-dex rose 7.1 to 943.1. Gilts were mixed. Page 36

TOKYO shares lost further ground as the Mikkel Dow market av dropped 37.52 to 12,232.27. Page 35

centage point to 10 per cent from to-

EEC Commission fined Britain Ecu 8.8m (\$6.8m) for offences under Community milk pricing rules in 1980-81. Similar sams could be due for the three following years when a two-tier price policy, deemed to discriminate against milk imports, was in force. Page 14

AMERICAN MOTORS, the fourth largest U.S. carmaker which is 46 per cent owned by Renault, the state-owned French motor group, posted a \$70.4m second-quarter net loss against a \$4.7m profit previous-

ly. Page 15 RENAULT, state-owned French motor group, has provoked strong trade union criticism with a plan to sell off its loss-making Micmo-Gitane bicycle subsidiary as part of a drive to divest its peripheral

IBM has won access to Japan's state-owned patents covering com-puters and other high technology information systems. Page 4

divisions. Page 15

SWEDEN ran up a heavy deficit of SKr 12.5bn (\$1.51bn) on the current account of the balance of payments in the first five months of this year.

COMPAGNIE Financière de Suez, French nationalised financial and industrial holding company, agreed to buy from the Government 3.75 per cent of the capital of Roussel-

Uciai, the pharmaceutical group. RIDERMANN, France's fourthlargest clothing group, is raising FFr 150m (\$17m) through an issue of new shares and convertible bonds, designed as a prelude to an eventual entry on the stock market.

BETHLEHEM STEEL, the third largest U.S. steel producer, re-ing the meeting as guests. The group of 14 meets periodical-

# Rand plunges 10% amid fears of new £82m chip currency controls

BY JIM JONES IN JOHANNESBURG

more than 10 per cent in furious trading yesterday influenced by rumours - later denied - that Chase Manhattan, the New York banking group, was to sever its ties with the

The rand fell to 43.5 U.S. cents from an overnight 48.5 cents. It recovered in subsequent trading to close at 45.5 cents. Foreign exchange dealers believed the improvement was due largely to technical factors and said the rand could fall further this week.

Earlier in the day Mr Simon Steward, the chief executive of Chase's Johannesburg representative office, refused to comment on the rumours. A spokesman for the New York office later firmly denied suggestions that any change in the bank's South African role was

The response of the foreign exhange markets to the rumour underlines the nervousness which surrounds the embattled South African currency.

Trading in Johannesburg early prompted by fears that the authorities might reintroduce the financial

THE South African rand plunged outflow of investment capital from thorities to reimpose direct foreign the country.

Gold and other mining stocks finished stronger but below their highs in moderate Johannesburg trading that reflected the sharp rise

> Local investors were encouraged Local investors were encouraged tor businesses, whose cash flows into the market by the weakness of have been squeezed by the combiwhich dominated the market in recent days was inhibited by the sharp slide in the South African currency to a six-month low against the dollar.

Profit-taking developed late in the session to trim the early rises, and the industrial sector closed mixed with an easier bias.

The financial rand, through

non-residents traded in South African investments, was introduced in 1960 after the Sharpe- trapped towards projects which ville riots to stem just such an out- would reduce black unemployment flow of funds as is now taking place. It provided foreign investors with a discount on the rand which also made yields more attractive.

It was scrapped in February 1983 yesterday was also affected by a and a unitary rand re-established scramble for dollars which was as part of the country's shift toas part of the country's shift to- ple allowed to attend outdoor funer wards financial deregulation. Many Johannesburg stockbrokers and firand in parallel with the commer-cial rand as an effort to stem the able pressure is growing for the an-

exchange and economic controls. It is argued that the current rising trend in interest rates could accelerate if South Africa had difficulty in rolling over foreign borrowin the bullion price in local currency ings, and this would precipitate a rash of bankruptcies of private sec

the rand while foreign selling, nation of recession and high inter-The reintroduction of controls would reverse the trend towards deregulation and would be widely en as an admission by the South Africa authorities of an inability to manage the country's economy and

end the current turmoil. On the other hand, some econo mists say controls could be used to stimulate the economy and turn funds which would be effectively

The wide powers which the Gov-ernment assumed under the state of emergency appear to be failing to end the turnoil in the country. The Government yesterday placed limits on the number of peo

Continued on Page 14 Lex, Page 14; Money markets, Page 29; Stock markets, Page 36

# Soviet-U.S. talks lay foundation for summit

BY ROBERT MAUTHNER, DIPLOMATIC CORRESPONDENT, IN HELSINKI MR GEORGE SHULTZ, the U.S. After the discussions, Mr Shultz and it was clear that Washington

Shevardnadze, the Soviet Foreign ences" remained between the two right sissues in the agenda. Minister, yesterday set the stage sides, the meeting had been a good for the scheduled summit meeting first step in the preparations, for in Geneva in November with a what both governments hoped three-hour meeting, described as would be "a gennine, productive "productive" by both sides.

Andrei Gromyko a month ago. It ing with each other in a direct and took place on the margin of the conference celebrating the 10th anniv
Mr Anatoly Dobrynin, the Soviet ference celebrating the 10th anniversary of the signature by 35 coun- ambassador to the U.S., said at a would be "crowned with serious re tries of the Helsinki Agreement on press conference that a minimum Security and Co-operation in Eu-

ministers had agreed on a number nuclear arms controls negotiations of adjectives to describe the out- in Geneva; the Stockholm and Vien-

ment to his post in succession to Mr should have an easy ability in talk-

agenda for the summit meeting had een agreed. This covered interna-

Mr Dobrynin said he expected that the summit would prove to be "fairly complex" if for no other reasons than that U.S.-Soviet relations over the past year had been tense The meeting was the first between the two foreign ministers since Mr Shevardnadze's appoint and that a considerable part of the ship with Mr Shevardnadze was concerned, Mr Shevardnadze was the last years had been destroyed. The ambassador stressed, how-

ever, that Moscow wanted to achieve "maximum progress" at the summit, and hoped the meeting sults," which would give a new impetus to U.S.-Soviet relations. A declaration issued by the So-

Senior U.S. officials said the two tional security issues, including the viet spokesman made it clear that, while the talks had taken place in a onably good atmosphere, neith-

Continued on Page 14

#### come of their meeting, ranging na disarmament talks, regional from "interesting and useful" to problems and conflicts and bilateral issues. Agreement on this agenda uctive." UK rejects Soviet N-test offer, Western banks review strategy

on Third World debtor nations

BY HUGH O'SHAUGHNESSY IN LONDON

starts today.

Banque Nationale de Paris and Crédit Lyonnais are hosts on behalf of the group of 14 commercial banks. This group comprises large institutions which themselves chair steering committees of the creditor banks of various developing coun-

The meeting will be addressed by Mr Ernest Stern, senior vicepresident for operations of the World Bank, and Mr Richard Erb, and neither of the French banks ternational Monetary Fund (IMF). yesterday. The bank and the IMF are attend-

STRATEGIES to be adopted by Western banks towards their increasingly hard-pressed debtors in creasingly hard-pressed debtors in concernent by President Alan politically unmanageable.

Latin America and other developing regions will be reviewed at a two-day meeting in Paris which penditure on servicing the foreign meeting in Lima this week is extents index. debt to no more than 10 per cent of pected to call for a new round of Peru's export earnings. The date and venue was fixed before President Countries and agreement dent Gercia's announcement.

On easier payment terms for the reAt the same time, the increasing gion's foreign debt. Such terms financial difficulties of Peru and should allow for some expansion in other Latin American borrowers, Letin America's economies. Presiwho together have debts to the dent Julio Sanguinetti of Uruguav West of about \$370bn, will be high said in Quito, the Ecuadorean capion the agenda at the meeting. tal, on Tuesday: The dilemma is

As always, the proceedings are not to pay or not to pay. Rather we surrounded by strict confidentiality, must develop in order to pay." world Bank, and Mr Richard Erb, and neither of the French banks
World Bank, and Mr Richard Erb, and neither of the French banks
deputy managing director of the International Monetary Fund (IMF).

yesterday.

Despite urgent Latin American
demands for easier debt payment
terns; the radical call by President Sr Antonio Ortiz Mena, the presi- Fidel Castro of Cuba for a total redent of the Inter-American Devel- pudiation of Latin America's debt to opment Bank, said in Montevideo its creditors has been virtually ig-

Peru gives priority to new lenders, Page 4

# turned to prout in its second quar-ter, earning \$20.4m against a ly to discuss the situation of the S62.1m loss in the first quarter. Third World debtors. The orga-nisers of the meeting are stressing respectively.

	<b>29</b>
9	
Rurape	Editorial comment
Cogrpanies 15, 17	Eurobonds
Lingings *****	Siliaboutes
4	
America.	Charmini Futilities
Americanies 15, 17, 33	Gold28
Z (1111)	Gi010
Overces	lot? Capital Markets 15, 17
VY	Letters 13
Companies 16	Lettera-14
World Trade 4	Lex
World 1, 6, 8	Lorobard13
20. 22. 24	
Britanponies 20-22, 24	Men and Matters
•	high and Matters
	Money Markets
niture	Raw materials
Agr 18	Stock markets - Bourses 33, 36
Appropriate the Landing I-VI	Stock markets Wall St 33-36
The state of the s	Wall 21 20 00
PI - Reviews	London 30-32, 36
Agriculture	
- thirtie character and	Technology
Resident 1.24	
	Weather 14
Comments	Michigan account

Soviet Union: Brezhnev's old Editorial comment: Japan; Alma-Ata prospers ...... 2 BBC and censorship ..... 12

Gatt: Swiss try to protect Britain: interview with Trade

U.S. health: cost-cutting Lex: South Africa; takeovers; fever raises interest ..... 10 Mercantile House ...... 14

Singapore: competitiveness Currency options: increasing hit by high costs ...... 3 companies' flexibility .... 12

vested trade interest ..... 4 Secretary Norman Tebbit .13

Management: contrasts in Law: Belgium's radical move 

# Digital plant in **Scotland**

YA4*95*1J

DIGITAL Equipment of the U.S., the world's second largest computer manufacturer, plans to invest more than £82m (\$116m) in Scotland during the next three years to build an advanced microchip production plant at South Queensferry, near Edinburgh.

The project, the first of its kind mdertaken by Digital outside the U.S., will more than double the value of the company's investments in Britain. It is expected to create about 400 jobs, many for graduates, in addition to the 4,000 already em-

ployed by Digital in Britain.

The planned investment was warmly welcomed by Mr Norman Tebbit, Secretary of State for Trade and Industry, and by Mr George Younger, Secretary of State for Scotland. The project will receive an undisclosed amount of British

Government support.
The plant, which will make range of specialised microchips of Digital's own design, will handle the entire production process, starting with raw silicon. Most of its output will go to an existing Digital factory at Ayr, also in Scotland, to be assembled and tested.

Some of the chips will be used in owerful minicomputers made at Ayr and the rest exported to other Digital plants worldwide. Digital does not sell components on the open market, where many other semiconductor makers have been hit by a steep fall in demand in re-

Digital says it will be the first computer manufacturer in Scotland with integrated production capacity extending from microchips to complete machines and the only large company in the industry to have such facilities in the UK. At present Digital imports many of the chips it

Construction of the 200,000 sq. ft. plant will start next year on an 86 assistance terms to exporters, but Turkey, won by a Japanese consoracre site at Butlaw, near South does not intend publicly to signal a tium able to offer better aid terms. Queensferry. It is due to come on change of policy, Mr Norman Teb- In future, the response rate should stream early in 1988. It will use an bit, the Trade and Industry Secrebe improved, with fewer disputes, advanced process technology, known as C-mos, and will make the chips on discs or "wafers" with a

and scientific research activities of would just not be like that. several nearby universities were

and several engineering and sup-

# \*U.S. leading indicators up 1% in June

THE U.S. index of leading economic indicators rose by a sharp 1 per cent in June, fostering hopes of re-newed growth in the months ahead. The June increase, the strongest since January's 1.3 per cent, followed a period of three months in which the index had declined or only marginally advanced.

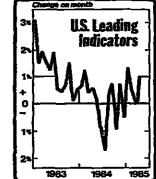
D/8523 B

Another healthy sign announced yesterday was a 1.9 per cent increase in U.S. factory orders in June, on top of a strong 2.1 per cent rise in May. Both increases, however, were heavily swollen by defence orders.

The White House quickly wel-comed the rise in the index as "boding well for renewed growth and continued expansion in the last half

Mr Malcolm Baldrige, the Com-merce Secretary, noted that the in-dex, designed to foreshadow ecoand months ahead, had recorded a net gain of 2.7 per cent in the first six months of the year - against a decline of 1.6 per cent in the second The improved figures were con-

sistent with projections of stepped-up economic growth" in the second half of this year, Mr Baldrige said. He conceded, however, that the index would need to perform even more strongly if the Administration were to meet its growth targets. The Administration's revised



seoul, o enter
North. t sidein proSeoul
st the
lat the

l up-ch is rmy f the the has of rcos 1 62

like ited rate ine-lian : 14

forecast of 3 per cent growth for 1985 as a whole, issued earlier this week, implies an annual growth rate over 5 per cent in the second six months. Most private analysts, and even some government economists, believe that to be over-

Both Mr Baldrige and the White House said that growth would be stronger if a quick solution could be found to the congressional impasse over attempts to reduce the budge deficit. Negotiators were meeting again yesterday on Capitol Hill to see whether some form of compromise could be agreed before the month-long summer recess begins

Continued on Page 14

## UK to offer flexible terms to exporters

BY JOHN LLOYD AND PETER RIDDELL IN LONDON

tary, indicated yesterday in an in- particularly between the Treasury terview with the Financial Times.

Mr Tebbit said that, after Britsix-inch diameter, the largest size ain's current review of export supin commercial production.

Digital said the availability of a skilled workforce and the technical is in the soft-loan game because it

The key, he said, would be that major reasons for choosing the site. | when Britain was looking for busi-Digital had worldwide sales last ness, particularly in relation to the year of \$5.9bn, making it the second aid and trade programme and bilat-largest computer manufacturer afer aid, the Government would be ter IBM of the U.S. Its investments | more flexible in future in offering in Europe are valued at \$250m and | aid in the form people like it rather include nine production facilities than in the form it should be pre-ordained that they should have it." He admitted to mistakes on the

THE BRITISH Government will be Government's side over the loss of more flexible in future in offering the Bosphorus Bridge contract in and the Department of Trade and

Mr Tebbit stressed his attachment to free trade and to an end to regulations in Europe. He criticised the liberalisation package put forward earlier this year by Lord Cockfield, the EEC Internal Market Commissioner, for not paying "sufficient attention to the problem of getting a common market without state aids."

He said he wanted to see tighter regulation of state aids by the Com-

Interview, Page 13

**VAT RECORDS** 

VAT records and accounts must be kept for six years not three. This change applies to records of all transactions since

If you fail to keep and produce VAT records you will now incur financial penalties.

#### **REGISTERING FOR VAT**

If you fail to apply for registration at the proper time you will be liable to a financial penalty. The registration turnover limits are currently £19,500 a year or £6,500 in any one quarter. Details of the registration requirements, including the time limits for applying, are explained in the leaflet Should I be registered for VAT?— available from local VAT offices.

□assessments

VAT offences

□ investigation of serious

#### **FURTHER INFORMATION**

changes. Copies of this leaflet will be sent to all VAT registered businesses with their next VAT return. The leaflet is also available, with help if you need it, from local VAT offices. Addresses are in the phone book under

"Customs and Excise."

ISSUED BY HM CUSTOMS AND EXCISE

# From 25th July 1985 there are important changes.

#### OTHER CHANGES

Other important changes affect:

□appeals to VAT tribunals ☐ financial penalties for all

Details of these changes are in a leaflet VAT: Important

# Craxi calls for confidence vote in coalition

BY ALAN FRIEDMAN IN MILAN

The Senate is expected to vote today and the Chamber of Deputies tomorrow evening. The Government is likely to win both as it has comfortable majorities. The call for a con-fidence vote was expected, and followed discussions among the leaders of the coalition parties: the Christian Democrats, Socialists, Republicans, Liberals and Social Democrats.

Sig Craxi also announced two

account in

big deficit

By Kevin Done, Nordic

SWEDEN RAN up a heavy

deficit of SKr 12.5bn (£1.06bn) on the current

account of the balance of pay-

ments in the first five months

of the year according to figures released by the central

The deficit compares with a

Swedish

current

SIG BETTINO CRAXI, Italy's minor cabinet changes yesterSocialist Prime Minister, yesterday called in Parliament, for
a vote of confidence to approve
his five party coalition's mandate.

The Senate is expected to vote

The Senate is expected to vote

minor cabinet changes yesterday. Sig Valerio Zanone, who
recently resigned after nine
years as leader of the Liberal
Party, is to replace Sig Alfredo
Blondi, his successor as party
leader, as Ecology Minister.

Figure 2015 1915 Francesco Forte, the Socialist Minister in charge of European Community affairs, is to step down to devote himself to a new commission on hunger in the Third world. His post will be taken by a fellow Socialist, Sig Loris Fortuna.

Addressing the Senate yester-

Addressing the Schale yester-day Sig Craxi said that achiev-ing a 5 per cent inflation rate by the end of next year would be "difficult, but not impos-

sible." Implicit in his speech was his well known desire to continue as Prime Minister for the next three years. Next week he completes two years in office and by October will become the longest serving Prime Minister

in post-war Italian history.

Commenting on the recent 8
per cent devaluation of the lira,
Sig Craxi said the move should help Italy narrow its serious trade deficit by giving a boost to exports. He added, however, that he was unsatisfied by the explanations of the Bank of Italy and ENI, the state energy Italy's runsway public sector suffered sector, for the currency chaos budget deficit, which this year elections on July 19 which preceded the devaluation. It was ENI's pur-L100,000bn (£37bn), or 13.5 per positions.

central bank request to abandon the operation, which contributed

The Itali to the lira's crash by 20 per cent against the dollar and the subsequent halting of foreign exchange trading by the Italian

Treasury.
The parliamentary votes of confidence will bring the cur-rent session to a close. In Sep-tember, the Government will tember, the Government will present its new budget, which it says will contain important spending cuts and revenue generating measures to counter Italy's runaway public sector budget deficit, which this year could reach more than

chase of \$125m, in defiance of a cent of thenation's gross domes

● The Italian Comunist Party has given tentative approval to a policy of selective support for the development of nuclear power stations. This reversal in the party's policy was the result of a compromise between party moderates and Sig Alessandro Natta, the party secretary, who had opposed any change.

The more conciliatory tone is seen in Italy as evidence that the Communist party, which suffered significant setbacks in elections in recent months, is moving to adopt more moderate

#### Patrick Cockburn visits the bustling capital of Kazakhstan

# Brezhnev's old Alma-Ata prospers

Soviet republic of Kazakhstan, a dam has been built to stop avalanches sweeping down on the city when the summer sun melts the glaciers.

The earth and concrete bar-

rier built in the late 1960s protects the city of Im people immediately below the Tien

heavy investment in the deve-

lopment of its natural resources

and from its former association

with Mr Brezhnev.
The present Communist Party

chief for Kazakhstan is Mr Dinmukahmed Kunaev, 73, who

has held the job since 1964 and was a close Brezhnev supporter.

was a close Brezhnev supporter.
He was in a strong position
to secure investment for
Kazakhstan, but given his age,
past associations and the new
leadership in Moscow, Mr
Kunaev's authority now looks
less secure. A number of senior
party leaders from Kazakhstan
have recently been dismissed

have recently been dismissed and there is persistent Press

criticism of the way in which the republic is run.

surplus of SKr 3.5bn in the corresponding period last year and marks a sh/rp deterioration in Sweden's Lombardy poplars and elms. Tall modern buildings rise external payments position this year. In April the Gov-ernment said it expected a current account deficit of around Leonid Brezhnev
Square, commemorating the
time when the former Soviet
leader was for 18 years the only SKr 3.1bn for the whole of 1985. Communist Party chief in Kazakhstan in charge of Nikita Krushchev's campaign to plough up the "virgin lands." Alma-Ata, like the rest of Kazakhstan, has benefited from

Sweden's trading performance in May was confused by an 18-day public sector tarike which reduced the flow of Swedish foreign trade to a trickle with the halting of traffic through both ports and

At the same time, however, imports have risen sharply during the first five months sucked in both by a consumerspending boom and by higher industrial investment. In the first five months of the year Sweden achieved a trade surplus of only SKr 2.9bn moured with a surplus of SKr 13.1bn a year earlier.

To ease the pressure on capital flows out of the country—caused chiefly by the deteriorating current account, Sweden has been forced to keep interest rates at a high level to attract private

Despite some easing in rates during recent weeks there is still a large gap of 7-8 points between Swedish and Eurodollar interest rates.

The outflow of capital was reversed in mid-May by a drastic raising of official in-terest rates, but in the first six months of the year there was still a capital outflow from Sweden totalling SKr 6.6bn, compared with an outflow of SKr 1.8bn in the first half of 1984.

The authorities are hoping that the trade balance will strengthen during the second ball of 1985 and the first signs of an improvement emerged in June, when the preliminary of SKr 3.2bn compared with surplus of SKr 2.2bn in June last year.

ACROSS the vast gorge which leads down from the mountains to Alma-Ata, the capital of the USSR immediately below the Tien Shan mountains from sudden inundation. Guides show photographs of Alma-Ata the last time it was devastated by an avalanche of water, mud and boulders torn from the mountainside.

Today the city looks prosperous, its streets lined with Lombardy, poplars, and elim

> in Alma-Ata look well stocked with clothes compared with cities further north. The peasant free market, filled with fruit and vegetables in the summer, has cheaper prices than Moscow.

But most of the people buying water melons and vegetables in the market are of distinctly Russian rather than Central Asian appearance. Here in the capital, and to a lesser degree in the rest of Kazakhstan, Russians are the largest of the 100 nationalities who live in the vast republic. Kazakhstan is vast republic. Kazakhstan is to develop the republic's four times the size of Texas and stretches from the Caspian land and in the north, coal in the centre and oil in the west Russians now make up 41 per

cent of the republic's 15m population: Kazakhs, the titular population: Kazzans, the utmar nationality, make up only 36 per cent. Other national groups include Koreans (deported from Sakhalin Island near Japan after the Second World War), Germans who came as settlers

Central Asians descended from the nomads who once grazed their flocks across the plains. Some of Kazakhstan's inhabitants were given no say in their choice of residence, but most were drawn by the opportunity to exploit the resources

of the country. Russian settlers from the other side of the Ural moun-tains have been attracted by the unploughed grasslands since serfdom ended in the last century. After the 1917 revolution, the Soviet Government began close to the Caspian Sea.
The cities stand like symbols

of different periods in the country's economic development. Karaganda, when founded in 1934, was a cluster of miners' settlements in the semi-desert. It was rapidly developed in the and there is persistent Press at the turn of the century or the republic is run.

Despite this, the state shops

Germans who came as settlers first surge of industrialisation and now 30,000 people work in the city's iron and steel plant.

It was rapidly developed in the first surge of industrialisation and now 30,000 people work in the city's iron and steel plant.

It looks like a typical example

like parts of South Wales. Slag heaps, pit wheels and tall factory chimneys stand, some-what incongruously, on the shores of a large artificial lake

fringed with reeds.

A plant manager, when asked about plans to reduce pollution. said that on 320 days of the year the prevailing wind is from the west and blows smoke away from Karaganda. He did not explain how the 600,000 people in the city cope during the remaining 45 days.

prises which Mr Mikhail Gorbachev, the Soviet leader,

Apart from the blazing sun the industrial landscape looks

Tselinograd was the centre of Mr Krushchev's virgin lands campaign, the bid to produce a quantum leap in Soviet agricultural production. It was not such a failure as it is sometimes

portrayed. Volunteers from the European part of the Soviet Union, exhorted to do their patriotic duty, started to arrive in North Kazakhstan from March 1954; in a few years they had ploughed up 25m hectares of land to grow

grain.
Production did increase but the grain crop is still very dependent on the weather. Last year, lack of rain reduced the total grain produced to 17.5m tons or half the crop in the peak year of 1979.

None of the new Kremlin leaders have any experience of Kazakhstan and they are un-likely to pour investment into the republic but the old industrial base, once crucial to the Soviet war effort, will pre-sumably be improved and the political leadership which has run the country since the mid-1950s be replaced.

# Political era ends for Poland

BY CHRISTOPHER BOBINSKI IN WARSAW

POLAND saw the end of an era one experienced deputy yesterday when 460 deputtes, noted yesterday that even most of whom were elected in 1980 under Mr Edward Gierek's hand picked to ensure it would Government, sat through the last session of the Parliament before forthcoming national elections in October.

Until yesterday the parliament still contained members ment and the now banned trade of the Gierek Government union. men long ousted from power like Mr Mieczysław Jagielski who signed the Gdansk agreement which gave rights to Solidarity or Mr Stanislaw Kania who headed the party after Mr Gierck until he was also replaced in the autumn of 1981.

stick to Government instruc-tions during the Solidarity heyday in 1981, it had played a semi-independent role as

martial law the After freedom of manoeuvre for the deputies, especially in the private committee stages of various laws, become more and more limited. By 1984 the chamber had returned to its traditional compliant model. However, one of the remain-

July 31, 1985

ing group of rebels Ms Maria Budzanowska yesterday spoke for an urgent reform of the central administration. She warned that this was essential if plans to decentralise the economy were to work. The parliament discussed the

state of the country's economic reform and passed a Bill setting out the rights and duties of the country's police. The Bill gives members of the service pension rights after 15 years

Customs dues on privately imported cars are to go up in the middle of August by up to 100 per cent to get Poles to buy vehicles from domestic hard

#### currency agents. Yugoslav debt falls continue

By Alexander Nicoll TALKS between Yugoslav officials and the country's leading bank creditors on terms of a \$3.5bn (£2.4bn) debt re-scheduling package reached no conclusion yesterday and are expected to continue into a

expected to continue into a third day today.

If no agreement is reached during these negotiations, being held in London, Yugoslavia's debt situation could deteriorate rapidly. The International Monetary Fund has warned that dishurances of an SDP 800m. disbursement of an SDR 80m (£110m) tranche of a SDR 300m IMF loan, due in mid-August, is conditional on progress The sticking point in the talks has been the interest rate margin to be paid on the debt to be

rescheduled, which at present falls due between this year and the end of 1988. Yugoslavia has been seeking a 1 percentage point spread over Eurocurrency deposit

#### **Brussels** approves steel aids

By Ivo Dawnay in Brussels terday gave the go-ahead to member states for a final Ecu 4.7bn (£2.6bn) tranche of operating aids for restructuring their steel industries.

Such financial support was meant to come to an end last year, but industry ministers agreed in March to extend the deadline to December 31 on condition that real capacity cuts

Yesterday's announcement is conditional on a further 2m tonne reduction in total steel capacity, making 32m tonnes cut since 1980. The new financing is in addi-tion to the national sid plans authorised in June 1983 and are subject to several conditions.

The payments will only be allowed where they will reduce financial charges for enterprises to a maximum of 4 per cent of their sales. This, in effect, repre sents the Commission definition of viability. They are also required to cover only costs arising from

additional cuts in capacity and must be paid by the end of the year. The Commission accepts, however, that some new plant closures financed by the initial fund will take place during 1986.

Moves to re-establish rela-

tions between the EEC and Comecon, the Soviet bloc trade comecon, the Soviet bloc trade organisation, resumed this week.

Mr Willy de Clercq, the External Relations Commissioner, has responded to a letter from the Comecon secretariat with a request for further details on its proposals for a new general declaration on trading links.

#### **UK** rejects Soviet offer to halt N-tests

By Robert Mauthner, Diplomatic Correspondent, in Helsinki

SIR GEOFFREY HOWE, the British Foreign Secretary, yesterday backed the U.S. in rejecting the latest Soviet proposal for a moratorium on nuclear tests.

"Limited, unilateral ges-

tures of this kind are no sub-

proposals," Sir Geoffrey told the 35-nation conference cole-brating the 10th anniversary of the signature of the Hel-sinki Agreement on security and co-operation in Europe. Such gestures could be no substitute for a genuine and durable framework for arms control, providing for effec-tive verification procedures, Sir Geoffrey said. "Some nations still attach more importance to public announce-ments designed for propaganda effect than to serious efforts to reach agreement." He also followed the general

Western line put yesterday with unusual vigour by Mr George Shultz, the U.S. Secretary of State, of castigating the Soviet Union and its East European allies for falling to implement the homes whether implement the human rights provisions of the Helsinki Agreement.
Security could not be

diverced from the political, economic and human aspects of relations between states, he said. The great virtue of the Helsinki Agreement was that it had brought individual human beings into the picture.

It had emphasised their

right to travel abroad, their right to be reunited with their families and their right to personal freedom.

personal freedom.

While contacts between people would not of themselves produce treaties or arms control agreements, closer and better international relations could never be complete or endure without such contacts. The trade fort was that in compact of the contacts of the contacts of the contacts of the contacts of the contacts. tragic fact was that, in some Eastern European states, there had been no effective movement at all on human

Herr Hans-Dietrich Genscher, the West German Foreign Minister, also under-lined the importance of respecting the human rights provisions of the Agreement as a means of building confidence between East and West.

He supported a proposal by M Roland Dumas, the French Foreign Minister, that a special conference should be called on the re-unification of families and the right of any person to leave his own

#### **Union Carbide** attacked in **Bhopal report**

By Our Brussels Staff FAILURE TO observe safety procedures despite repeated warnings from workers lay behind the disaster at the Union Carbide plant in Bhopal, India, in which more than 1,780 people died, according to a report published yesterday.

The sindy, conducted by

the International Confederation of Free Trades Unions and the International Federation of Chemical Workers. claimed the company had ignored complaints made repeatedly for four years before the explo

Despite the anxiety of staff, a company investigation two years before the tragedy failed to call for immediate measures to put right safety faults, the report says.

Presenting the findings yes-terday, Mr John Vander-veken of the ICFTU, said that prompt international action must be taken to establish standard procedures to avert similar accidents with highly dangerous chemicals.

"There must be interna-tional standards, not special measures for developing countries and others for the industrialised," he said,
"There are some issues in the world that cannot be treated."

differently by rich and poor."
Among the recommendations made in the report are demands for strict health and safety standards including commonly agreed rules on the siting and design of new plant and processes and the compul-sion of companies to fully Inform workers on the hazards and behavioural properties of chemicals.

# French public funds to finance cultural TV

BY DAVID MARSH IN PARIS

yesterday announced of FFr 700m (£57m) of public funds to finance a cultural television channels to be carried on one of the channels of France's by reducing the 18.6 per cent value added tax levied on TV licences to 7 per cent. This will increase television companies' increase television companies' revenues by FFr 700m next vear.

President Francois manager of the promise to deregulate France's traditionally tightly-controlled wards the end of meaning the levision industry. They will give viewers in some areas next munications Minister, said yesty ear the choice of three or four channels in addition to the three channels and the pay-TV casting interests will run the two nationwide commercial channels.

Yesterday's decisions, taken at the weekly cabinet meeting after several weeks of complex discussions, still leave uncertain the identity and financial back-ing of the private groups which will be running the commercial networks next year.

The Government has also to decide which French and Euro-

pean groups will be responsible for running and placing pro-grammes on TDF—1. This will be the continent's first direct broadcasting satellite and will programmes on TDF—1. This will be the continent's first direct broadcasting satellite and will cover most of Western Europe.

The cultural channel will be along the lines recommended by M Pierre Desgraupes, former bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 2 Bill to the bead of France's Automore 2 sutherized by 40 to 50 local stations which will be

THE FRENCH Government it should be oriented towards yesterday announced the freeing films, theatre, music and variety of FFr 700m (£57m) of public with a strong appeal for Euro-

hitish leavely

panied by more detailed plans for two commercial nationwide over-the-air television channels to start up next year and around 40 local TV stations.

The projects are in line with President Francois Mitterrand's promise to deregulate France's TDF-1 becomes operational total telephy-controlled.

channels.
The first channel, which will lean towards music and above all young people, has attracted bids from a group of companies including Europe 1, Publicis and Gaumont. The second channel, offering general information and entertainment, may be put together by Radio Tele Luxem-bourg, the TV offshoot of the Compaigne Luxembourgoise de Telediffusion, together with Tele Monte Carlo.

head of France's Antenne 2 authorised by a Bill to go be-state television chain. His report fore Parliament before the end

#### Chirac's claim stirs up storm over Guadeloupe

BY DAVID MARSH IN PARIS

M JACQUES CHIRAC, Mayor days of clashes, has succeeded

In an attempt to make politi-cal capital out of the current office." unrest in France's Caribbean island territory, M Chirac said that the latest events had underlined the Socialist Government's principles.

M JACQUES CHIRAC, Mayor days of clashes, has succeeded this week in bringing life in RPR neo-Gaullist opposition party, has drawn an angry government response to his Social Affairs Minister and claim that France was being held to ransom by independence-seeking "agitators" in Guadeloupe.

In a attempt to wake politic services week in bringing life in this week in bringing life in this week in bringing life in Guadeloupe back to normal.

Mme Georgina Dufoix, the Social Affairs Minister and government spokesman, said yesterday that M Chirac had ence-seeking "agitators" in Guadeloupe. someone who aspires to high

Behind the political side-swiping lies the conviction on both Right and Left that the independence struggles in Guadeloupe and New Caledonia rinciples. will become increasingly impor-His statement followed a tant issues as next March's decision on Monday by the Guadeloupe appeal court to release from prison M Georges Faisans, a prominent member of the island's independence movement. The release, which had been called for by all parts operations on Wednesday mornof the island's community to ing to remove barricades set up lower tensions after several by separatists.

#### Spain's employers threaten to quit economic pact

BY DAVID WHITE IN MADRID between the Spanish

following a surprise interest the main concessions of the employers in negotiating the main concession the employers in negotiating the main concessions the employers in negotiating the main concessions the employers in negotiating the main concessions.

The ceoe also complains that the Government has unitarily altered the economic maintainty altered the economic maintainty altered the main concessions. last October.

It threatened to pull out of the follow-up commission, which meets quarterly under the terms of the pact. if it did not receive

reaction from the other pari-ners. Sr Joaquin Almunia, Labour Minister, charged the employers with "a flagrant breach of the rules of the game," and denied that the

the social security system—an issue which has created difficul-ties between the Government and the UGT-and on the so

CONSENSUS arrangements far unfulfilled promise to adapt Govern- dismissal rules to EEC norms. ment, employers and the The Government's promise to Socialist UGT trade union are change legislation on dismissals, in danger of breaking down which are a notoriously difficult following a surprise ultimatum and costly process, was one of

policy aims laid down in the preamble to the agreement. These set targets for economic growth of 3 per cent this year and 3.5 per cent in 1986, and for an inflation rate of 7 per cent formal pledges from Sr Felipe and 6 per cent. This year's Gonzalez, the Prime Minister, objectives have since been in response to its list of com-revised to 1.9 per cent growth

plaints.

The move provoked a sharp reaction from the other pariners. Sr Joaquin Almunia, rival union, the Communist-led Workers' Commissions, included commitments on investment incentives, public spending, youth and part-time employment, training and the settinggame," and denied that the company of the setting founded reasons for abandoning up of a solidarity fund for jobs, as well as a union-employer as well as a union-employer on wage bands for the employers of acting out of this year and next.

"political and electoral motives" ahead of the general election due next year.

The employers' gradges centre

motives" ahead of the general election due next year.

The employers' grudges centre principally on the lack of three principally on per cent, reducing the differential between Spain's prices and the average in the EEC to about 3 points.

# Hungarian dentists drill way to prosperity

BY LESLIE COLITT IN BERLIN

ing Austrian patients privately for hard currency. The dentists are said to be violating Hungary's foreign exchange laws and are not paying taxes on the Austrian schillings they earn.

THE HUNGARIAN authorities One of these is dental treat- the illegal dentistry and that dentists employed by the state

newspapers they speak dis-paragingly of their qualifica-tions and allegedly inferior Most of the nearly 2m Austrians who enter Hungary annually are day visitors who

personal incomes. Hungarian

are considering how to crack ment, especially the fitting of the disclosures are damaging medical system are generously the professional reputation of "tipped" by patients anxious their way to prosperity by treating Austrian patients privately for hard currency. The dentites Austrian practitioners on the ther side of the border are this year a joint Hungarian evading taxes as in fact are this year a joint Hungarian evading taxes as in fact are Swiss company called Dental-millions of ordinary Hungarians co-op was formed to manufacholding down second jobs. A leading Hungarian cultural

publication noted recently that no tax is paid on incomes total-groups of "over-privileged and ling Forints 100bn (£1.4bn) a the extremely under-privileged" border line was between legality

FINANCIAL TIMES Published by The Financial Times (Europe) Ltd., Frankfurt Branch, represented by E. Hugo, Frankfurt/Main, and, as mem-bers of the Board of Directors, F.

FINANCIAL TIMES, USPS No. 190640, published daily except Sundays and holidays. U.S. sub-cription rates \$365.00 per annum. Second class postage paid at New York, N.Y. and at additional mailing offices. POST-MASTER: send address changes of FINANCIAL TRADES 145-15-1

New Issues

### **Federal Farm Credit Banks** Consolidated Systemwide Bonds

8.05% \$876,000,000 CUSIP NO. 313311 NC 2 DUE FEBRUARY 3, 1986

8.20% \$401,000,000 CUSIP NO. 313311 NH 1 **DUE MAY 1, 1986** Interest on the above issues payable at maturity

Dated August 1, 1985

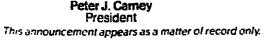
**Price 100%** 

The Bonds are the joint and several obligations of The Thirty-seven Federal Farm Credit Banks and are issued under the authority of the Farm Credit Act of 1971. The Bonds are not Government

obligations and are not guaranteed by the Government. Bonds are Available in Book-Entry Form Only.

**Federal Farm Credit Banks Funding Corporation** 

90 William Street, New York, N.Y. 10038 Peter J. Carney





other side of the border are fighting tooth and nall against the Magyar "discount dentists." In interviews with Austrian

WOIK, A Hungarian economics year or 20 per cent of total it was difficult to say where the throng border towns such as weekly noted that the Treasury Sopron in search of bargains, is being deprived of income by

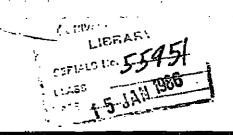
ture dentures in Hungary for patients in Western Europe.

According to official estimates with the rise in Hungary of

doctors and and illegality.

Barlow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London. Printer: Frank-furter-Societits-Druckerei-GmbH, Frankfurt/Main. Respon-sible editor: C.E.P. Smith, Frankfurt/Main. © The Financial Times Ltd, 1985.

to Financial TIMES, 14 East 80th Street, New York, N.Y.



# Christian groups in move to isolate Gemayel

● Two Israeli soldiers were

wounded and a Lebanese civilian killed by a car bomb

Eye-witnesses had spoken carlier of at least three deaths in the village of Arnoun where an Israeli unit

was on patrol in territory policed mainly by the Israeli-sponsored South Lebanon

Claiming responsibility, the

was 22-year-old Ali Ghazi Taleb.

West Beirut.

BY NORA BOUSTANY IN BEIRUT

LEBANON'S former president, Mr Suleiman Franjieh, yesterday met radical Christian commander Elie Hobeikah in the resort town of Ehden in a move apparently aimed at trolating President Amin themsel. driven by a 13-year-old boy in the border "security zone," a military spokesman in Tel Aviv said yesterday, our Middle East Staff writes.

The meeting prompted speculation that Mr Gemayel's Six-year term might be shortened and that Mr Franjieh might replace him. Mr Hobeika's close association with Israel in the past does not seem to bother his new allies, who have a joint desire to unseat

Syria's position remains ambiguous. Mr Hafez Assad, the Syrian President, assured President Gemayel's envoy earlier this week that tirades against the Lebanese president were nothing but "sosp bubbles"

Mr Franjieh, a staunch ally of Mr Franjieh, a staunch ally of Syria, travelled to Damascus on Monday for talks with Mr Nabih Berri and Mr Walid Jumblatt, respectively leaders of the Shi'tte Amal movement and the Druze. Mr Franjieh, aged 74, surprised the two politicians by informing them of his planned encounter with Mr Hobeika, a notorious leader of the notorious leader of the Lebanese Forces, the Christian militia which carried out the bloody Sabra and Chatila massacres in 1982 but nevertheless generally regarded as a hard pragmatist.

The former President never forgave the late Lebanese Forces commander and President-elect, Mr Bachir Gemayel, for ordering an attack on Ehden in 1978 which led to the slaying of Mr Franjieh's son Tony, his wife, baby daughter and 30

Despite declared Syrian backing for Mr Gemayel, Bachir's older brother and a member of the Phalange Party, member of the Phalange Party, seen flying red, black and Syrian-sponsored efforts to green Amal flags. forge a national unity alliance. The fresh tank delivery Syrian-sponsored efforts
forge a national unity alliance
front grouping Christian and
Moslem leaders seem to be at
Moslem leaders se

his expense. which took heavy losses in men Both Mr Jumblatt and Mr and material during the month-Berri want his removal from long war against Palestinian office. They too have been guerrillas in the refugee camps.

British leads convoy of

BY MARY ANN FITZGERALD IN NAIROBI

Mr Penfold had been nego-tiating with Ugandan army officers since Sunday to allow

the British community to leave. Permission was granted by Brigadier Basilio Okello, the man who led conquering troops into Kampala at 5 pm on Tues-

day.

Even though Kampala was reported to be calm with soldiers patrolling the littered

streets, the decision to despatch as many foreigners as possible to the safety of neighbouring

expatriates from Uganda

exodus of expatriates from war-torn Uganda yesterday in a con-voy of about 100 vehicles which drove to the Kenya border, 125 rapidly. There is no water, little

Japanese post record trade surplus

JAPAN'S trade and balance of

by the Ministry of Finance.

The returns, and Tuesday's announcement in the U.S. of a surge in imports from Japan in June re-emphasise the magnitude of current trade imbalances. It was in response to these and out of fear of foreign protectionism against Japanese goods that the Government of Prime Minister Yasuhiro Nakasone set in motion on Tuesday its three year import action pro-

Officials here concede it will take many months for the pro-gramme to have an impact. In June, the merchandise trade surplus amounted to \$5.72bn (£4.08bn), well up on the \$4.29bn of May.

Syrian Nationalist Social Party, a pro-Syrian group, gave a different version. It said 25 Israeli soldiers were killed and the car bomber Exports were virtually unchanged from the preceding month at \$14.28bn (\$14.28bn), but imports fell sharply to \$8.56bn from \$9.95bn. The Mininvolved in talks with Syria over a new political order in istry attributed this mostly to another big fall in oil imports, Lebanon giving Moslems more as buyers stayed out of the mar-Yesterday's unexpected meetket in advance of the then pend-ing meeting of the Organisation of Petroleum Exporting Counresterday's unexpected meeting between Mr. Hobeika and Mr. Franjieh followed the delivery of 50 Soviet-made T-54 tanks to the Shi'ite Amal militia and largely Shi'ite Lebanese Army sixth brigade. Syria's dispatch of new armour to a local Modern militia tries.

The balance of payments on current account, the broadest measurement of trade and ser-vices, was in surplus by a record \$5.55bn in June, well up on the \$3.58bn of May.

when Damascus was seeking to consolidate a shaky truce and As the Bank of Japan intimated in advance last week, the outflow of long-term capital escalated sharply to \$8.16bn in June from \$4.68bn in May. collect heavy weapons from Moslem militia in and around Conflicting statements by

Amal officials about who the tanks were ultimately destined would normally be expected to weaken the yen against the dol-Several of the tanks parked between the airport road east lar. But the central bank said the composition of the outflow had significantly changed; U.S. financial instruments were being of the Bourj Barajneh refugee camp and the coastal road were held for a shorter-term and were more often covered than before, developments that were not reflected in the balance of pay-

against the dollar in June and has continued to do so gradually ever since. It closed yesterday at Y236.65 to the dollar, an improvement of Y0.95 on the dollar. The June returns mean that for the first six months of this calendar year Japan has achieved trade and current account surpluses of \$23.1bn and \$20.1bn respectively, compared with \$19.4bn and \$14.8bn in the same period of last year.

Taiwan parties pick poll teams

TAIWAN'S ruling Nationalist Party yesterday announced that 157 of its candidates will stand for the first local elections in four years, Reuter reports from

A party official said Kuomintang (Nationalist Party) candidates would contest all the vacant posts against the opposition Tangwai group on November 18

Members of the British mil-tary training team stationed at Jinja led the convoy while their colleagues patrolled the road. The convoy, which crept out of the British High Commission grounds at 8.30 yesterday morn-ing, was joined by groups organised by the U.S., French, provincial assembly, mayor and county magistrate posts and city councils for Taipei and Kaoh-Mr Javier Perez de Cuellar, UN Secretary-General, yester-day sent a message of support for Uganda's military régime.

During elections in 1981, the Tangwai captured 22 seats in the 11-member Taiwan pro-

payments surpluses were again at record levels in June, according to figures released yesterday

to a local Moslem militia puzzled observers at a time

A drain of this magnitude

drove to the Kenya border, 125
miles south of Rampala, Reports
from the tiny border town of
Busia said the refugees were
tired but well.

The evacuation was masterminded by Mr Peter Penfold,
the acting British High Commissioner in Kampala, "I have
been concerned to get everyone
out since the situation began,"
he said on the telephone to
Nairobi.

Mr Penfold had been to the capital of half a million
people were deteriorating
rapidly. There is no water, little
food and intermittent electricity. Some British families
were robbed of nearly all their
possessions by soldiers early
this week.

A group of about 210 people,
most of them British but also
including Canadians, Australians, Irish, Tanzanians and
lindians, made up the British
convoy of 40 private cars and
two two two tracks.

tion Tangwai group on November 16.

The Tangwai group—literally, those outside the Nationalist Party—said about 110 opposition and independent candidates had registered for the elections. Elections will be held for the

vincial assembly.

# House arrest reimposed on Kim Dae-jung

BY STEVEN R. BUTLER IN SECUL

ment in the affairs of the New Korea Democratic Party, the opposition party that put in a surprisingly strong showing in February's National Assembly

The house arrest will prevent Mr Kim from attending today's opening of the party's national convention, where he was includes arrest of student, tion for his past political he said, "but they have rejected

Although a political han against him and an earlier house arrest order were lifted on March 6, the terms of a suspended centre in May.

It is also believed the minister refused to condone use of the in the nation's formal political institutions, including political institutions, including political institutions, including political only the latest in a broad crackdown against the opposition that want Mr Kim to show contribe laws the opposition that want Mr Kim to show contribe laws the fovernment, against the opposition that the strial, who called the charges "far fetched."

Mr Kim has a widespread popular following in South Korea and is the greatest single political threat to the Government. He said yesterday that the Government's latest moves against the opposition will only result in greater social instability. "We have sought dialogue with the Government," want Mr Kim to show contribe sould be charged the charges "far fetched."

Mr Kim has a widespread popular following in South Korea and is the greatest single political threat to the Government. He said yesterday that the charges "far fetched."

Mr Kim has a widespread popular following in South Korea and is the greatest single political threat to the Government. He said yesterday that the charges "far fetched."

Mr Kim has a widespread popular following in South Korea and is the greatest single political threat to the Government. He said yesterday that the charges "far fetched."

MR KIM DAE-JUNG, Korea's scheduled to speak. Mr Kim labour activists, and artists. The President of Seoul national university, South Korea's most cal rights, but Mr Kim scoffs are recording of his speech university, was call rights, but Mr Kim scoffs are recording of his speech university, South Korea's most call rights, but Mr Kim scoffs at rights, but Mr Kim scoffs are recording of his speech university, was at the idea. "I have been an innocent victim of this government for five years," he said the Minister of Justice was months of Government anger over Mr Kim's active involvement in the affairs of the New ment of Seoul national and artists. The President of Seoul national and artists. The President of Seoul national university, South Korea's most call rights, but Mr Kim scoffs the New ment of the party. The political parties, and artists. The President joint team to participate in the 1988 Olympic Games, which are scheduled to be held in Seoul, and said it was willing to enter into sports talks with the North.
At the same time, it sidestepped the North's main proposal which called for Seoul

and Pyongyang to cohost the Olympic Games, noting that the proposal violated the charter of the International Olympic

#### Chris Sherwell on findings of the Governments economic committee

# Singapore puts blame on high costs

SINGAPORE'S drive to upgrade its low-wage, low-productivity economy of the 1970s has pushed business costs so high that the country has become internationally uncompetitive, according to a spe-cially-appointed economic com-

The finding is contained in an interim report from the committee which shows a dramatic and unfavourable, comparison with the U.S., Britain and several competitors among newly industrialising countries.

It foreshadows major changes, not far short of a reversal, in the Government's "high wage" policy, as part of a bid to re-establish Singapore as a profitable country to do business in. It also follows last weekend's

mini-package of economic mea-sures aimed at putting the island state's slackening economy back on course. There was zero second-quarter growth in gross domestic product which, with a revised 2.7 per cent annual figure for the first quarter, promises the lowest full-year growth rate since 1967, two years after independence.

Both the measures and the

committee's interim findings were amounced by Brig-Gen Lee

first step in a new direction for the next 10 years" and said the committee's final report, due in December, would offer "solu-

**Indian MP on** 

By K. K. Sharma in New Delhi

MR LALIT MAKHAN, a Member of Parliament repre-senting South Delhi, his wife and a Congress worker were

and a congress what were yesterday shot dead by unidentified gunmen at the couple's residence in a Delhi suburb.

Mr Makhan was on the "hit

list" of Sikh extremists. They

believed he was among the instigators of the riots in which hundreds of Sikhs were killed after Mrs Indira Gandhi's assassination last October.

Police have not yet blamed Sikh terrorists for yesterday's killings but they said the murders were committed by professional killers who used

sten guns and came to Mr Makhan's residence on a stolen

maken a restuence on a staten scooter.

The foreign secretaries of India and Pakistan yesterday made yet another attempt to evolve a "common ground" for their rival proposals for a treaty of friendship and a nowar pact. Talks on which have continued intermittently for more than three years.

more than three years.

After 105 minutes of "candid discussions," between Mr Romesh Bhandari, of India, and Mr Niaz Naik of Pakistan, an Indian spokesman said the two sides "sought and gave clark-

fications on certain points

concerning their documents."
India has proposed an overall friendship treaty and Pakistan a no-war pact but, in addition to the historical hostility and

suspicions between the two countries, the matter has been

clouded further by suspicions that Pakistan is close to

CORRECTED NOTICE **ABN Bank** 

<u>muelear</u>

achieving capability.

Sikh 'hit list'

shot dead

# Unit labour costs in manufacturing 80 1981

evidently being considered.

tain fresh ideas through the constrain our further economic growth."

The committee's key finding Some radical proposals are ruled out—Singapore is not to become a tax haven, for example—but many others are Total labour costs increased within the committee and day this year, three are and the government, particularly in relation to the financial seven NPA," he said. Of the example—but many others are Total labour costs increased construct the main problem sector. It is now clear that the civilians, at least 78 were local example—but many others are example—but many others are Total labour costs increased evidently being considered.

The 11-member committee was formed in mid-April and includes private sector and state includes private sector and

this week that the premium Singapore could attract because of its orderliness and efficiency

The impact of the unfavourable trend is revealed by figures for investment commitments. which show a decline of 30 per cent in the first half of 1985 compared with the same period last year.

The committee adds that investment promotion is also becoming more difficult. Japanese and European multinationals are tending to invest directly in their markets rather than in lower-cost production centres: a process reinforced by large-scale automation, which makes low costs less relevant. Some developed countries, own attractive investment incentives to re-industrialise their

far, the committee is reviewing not only the present highly structured wage-bargaining process and local productivity are cess and local productivity programmes, but also Singapore's overall tax system compared with those of other countries.

Government would like to encourage the development of

#### **Philippines** insurgency intensifies

THE DEATH rate among civilians and Consumist-led guerrillas in the Philippines has risen sharply this year as the military has continued its battle against an intensifying insurgency, Lt Gen Fidel Ramos, the country's armed forces chief, confirmed yesterday.

He was giving a detailed update on the insurgency, which is led by the New People's Army (NPA), the military wing of the Communist Party of the Philippines. The NPA has fought against the regime of Proceedings of Procedure Fordinary Marcos President Ferdinand Marcos since 1969, and operates in 62 of the country's 73 provinces.

Gen Ramos said the number of violent incidents in 1985 was running 15 per cent higher than

climbed to 14 this year. Saying that he didn't like body counts, Gen Ramos pointed out that last year's death rate broke down into roughly onethird military, one-third civilian and one-third NPA. " Of the 14

sector manufacturers, bankers, civil servants and representatives of commerce and labour. perty taxes and car taxes.

Including rents, utility and telemarket to stimulate venture investigated over the past 10 months. Of these, 99 had resulted in punishments or resulted in some cases. the next 10 years" and said the committee's final report, due in December, would offer "solutions to carry us through the next decade."

Businessmen, bankers and the committee says the policy is rectracting implied by these pronouncements, and to the Government's apparent willingness to be flexible and enter
This is an indication to many observers of greater flexibility in the way the Government of the committee declares.

This is an indication to many observers of greater flexibility in the way the Government of the way the Government of the labour costs. "Real in the way the Government of the labour costs. "Real in the way the Government of the labour costs. "Real in the way the Government of the labour costs. "Real in the way the Government of the way the Government of the labour costs. "Real in the way the Government of the way the Gen Ramos is acting chief of the armed forces, pending a verdict in the trial of Gen Fabian Ver on charges of com-

## We announce that as of 1st August '85, our representative office in Bahrain has become an: Offshore Banking Unit





Bank Negara Indonesia 1946

Manama Centre Entrance 1, Suite 606-607 Government Road P.O. Box 20715 Manama, Rahrain Cable : Banknegara Bahrain Tel. : 277527-277528-277562 Telex: 8208 BNIBAH BN 7509 BNIFXM BN

NEW ISSUE July 31, 1985



Members of the British mili-

Italian and UN embassies.

\$500,000,000 10.05% Debentures

Series SM-1989-K Cusip No. 313586 TC 3

Joseph G. Brown

Price 100%

The debentures are the obligations of the Federal National Mortgage Association, a corporation organized and existing under the laws of the United States, and are issued under the authority contained in Section 304(b) of the Federal National Mortgage Association Charter Act (12 U.S.C. 1716 et seq.).

This offering is made by the Federal National Mortgage Association through its Senior Vice President-Finance and Treasurer with the assistance of a nationwide Setting Group of recognized dealers in securities. Debentures will be available in Book-Entry form only. There will be no definitive securities offered.

John J. Meehan Vice President-Fiscal Office Senior Vice President-Finance and Tressurer 100 Wall Street, New York, N.Y. 10005

This announcement appears as a matter of record only.

BY CARLA RAPOPORT IN TOKYO

IBM has won access to Japan's or in conjunction with govern-state-owned patents covering ment researchers have become computers and other high tech-the property of the Japanese nology information systems after years of negotiations with Japanese Government officials. The agreement, expected to be signed next month, will make IBM the first and only non-Japanese company to gain full

access to state-owned technology in the field of computers and information systems. IBM said yesterday that the deal will open the way for licensing the technology covered by more than 400 patents, which include such areas as 3-D integrated circuits, opto-elec-

tronic measurement controls and technology developed under Japan's fifth generation compu-In addition to existing patents, the agreement will also cover patents granted over a five-year period starting next

IBM Japan executives yester-day said the decision was "welcome." None the less, they pointed out that for years Japanese companies have had access to all their patents developed with government counterpart, at the final session funds. Historically, patents of the conference, fourth in a developed by Japanese com-panies with government funds

Government. As a result, they were not included in cross licensing agreements.

The patent concession for

IRM was agreed by the Industrial Science and Technology Agency of the Ministry of International Trade and Industry (Miti). A formal contract is expected to be signed in August. Other companies will have to continue to seek access to state-owned patents on a case-by-case

 NEC of Japan and General Electric of the U.S. yesterday signed a contract to launch a joint-venture which will develop and market value-added net-work (Van) services worldwide. ● Japan and China signed a Y75bn (£221m) loan for China and a nuclear-power - co-operation agreement yesterday at the end of a two-day minis-terial meeting, AP reports from

The two agreements were signed by Wu Xueqian, the Chinese Foreign Minister, and Shintaro Abe, his Japanese

Special consideration has

been taken in the plans for the interests of the developing

countries with improved terms

#### Tokyo trade package wins tentative EEC approval

THE EUROPEAN Commission wide-ranging ministerial meet-yesterday gave a tentative ing between the EEC and Japan yesterday gave a tentative welcome to the Japanese "action programme" of measures simed at liberalising rade access to its market. But it added that a proper assesswould require careful analysis. Mr Willy de Clercq, the Trade Commissioner, said the package the improved Cher under the generalised system of preferences (GSP) should lift access by 10 per cent and raise the financial value of the preferences from the Ecu 18bn Prime Minister Nakasone to bring about a "real liberalisaof his country's market. But he also noted that the Japanese leader had undertaken

on his recent visit to Brussels to consider the Community's response to the programme after its details had been

The Community would agreed yesterday for Asia and xamine the plan prior to the Latin America.

#### **Britain** and Malaysia to increase flights

BRITAIN AND Malaysia have agreed on an increase from the present four to five flights weekly each way between the two countries from next July by Brtish Airways and Malaysian Airlines System.

The deal follows weeks of talks in London and Kuala Lumpur by officials of the two countries, following the visit by Mrs Thatcher, the British Prime Minister, to South-East Asia earlier this year, during which she agreed in principle that the Maiaysia request for extra flights would be

That pledge, in turn, fol-lowed years of unsuccessful efforts by the Malaysian Government to win increased flights, which the UK had resisted because it felt there was insufficient traffic on the

The effect of the deal is that the number of passengers each airline will be permitted to carry weekly is 1,550 each way (the equiva-lent of five Jumbo jet or other wide-bodied aircraft loads) against the present level of

#### Turkey and Iraq sign oil pipeline deal

TURKEY and Iraq signed an agreement yesterday in scheduled for next October, he Baghdad to build a second pipeline to pump Iraqi crude The Commission yesterday adopted proposals on trade preferences for third countries to Turkey's Yumurtalik terminal on the Mediterranean for 1986, taking into account the accession of Spain and Portugal to the EEC on semi-official Anatolia news agency said, AP reports from Ankara, The improved offer under

Mr Ahmet Kurteebe Alpte-mocio, Turkish Finance Minister, said that the pipeline would run parallel to one in operation since 1977 and it would be 920 km long with a capacity of 500,000 barrels a

Mr Alptersociu said the contract for the pipeline would be awarded in 10 days and that construction would take 18 months.

# McDonnell Douglas launches new airliner

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

McDONNELL DOUGLAS of the and support of the new aircraft, U.S. is launching a sales cambridge which will be sold for \$70m. paign for its three-engined Preliminary dicissions on the

Mr James Worsham, president were received by January, 1986, the aircraft would be put into production, with first deliveries

in late 1989.

McDonnell Douglas is planning to spend up to \$1bn (£70.9m) on design, development, tooling, initial production

paign for its three-engined Preliminary outsides in long-range airliner, the MD-11 have been held with most which is to replace the tri-jet of the existing 50 airlines using the DC-10. the DC-10.
Potential customers could

of the Douglas Aircraft Com-pany Division of McDonnell in Europe, and American, Douglas, said that if sufficient Eastern and Northwest in the airlines to lower their operating The MD-11, formerly called the MD-11X during its design

stage, will be bigger than the DC-10, seating about 330 passengers against the DC-10's 270. It will also have a longer range, capable of up to 6,900 statute miles non-stop.

or the Pratt Whitney PW-4000, each capable of over 60,000 lbs thrust making them the most

powerful jet engines These new engines, together airlines to lower their operating costs, compared with the DC-10, Douglas claims.
The MD-11 is designed to

replace the ageing DC-10, which has been in service since the the company can match the competition in the high-payload, long-range market from

The engines will be either the Boeing's 747 Jumbo jet, which u.S. Genereal Electric CF6-80C2 is also being steadily improved. The emergence of the MD-11 Many airlines have long-range routes world-wide which do not carry enough traffic to require the bigger 747, but are still too busy to permit the use of a smaller, twin-engined long-range aircraft such as the Boeing 767 or Airbus A-310-300. McDonnell Douglas believes it should be ensured a substan-tial market because it has sized the MD-11 to meet requirements between the two extremes. It

estimates total world-wide demand for the MD-11 could

amount to more than 300 air-

Europe to consider advancing its own plans for a new long-range airliner, the four-engined TA-11, intended to carry about 250 passengers over distances of more than 6,500 miles.

This project, which has been extensively discussed by extensively discussed by Airbus with airlines over recent months, but which has not yet been formally launched, is also designed to fill the gap between long-range twin-engined aircraft and the big Jumbo jet, and for routes with long distances but

may oblige Airbus Industrie of

# Swiss try to protect a vested trade interest

THE SWISS are among the most faithful adherents to the General Agreement on Tariffs and Trade (Gatt) and among the staunchest in working for a new round of talks to get it functioning properly.

This is not, as might be sup-posed, because Gatt headquar-ters are in Geneva and its director-general, Mr Arthur Dunkel, is Swiss. It is because Switzerland has a vested in-terest in an open world trad-

As Mr Franz Blankart, the Swiss Federal Council's trade representative, puts it: "The collapse of the multilateral trading system would not be so serious for the U.S., which could always negotiate bilateral agreements. It would be catastrophic for small countries like Switzerland whose exports are equivalent to almost half its gross national

Brazil, one of the countries blocking progress towards a new round, knows that it would always be able to nego-tiate a bilateral deal with the U.S. if Gatt fell apart, Mr Blan-Even if Switzerland also man-

aged to negotiate a bilateral pact with the U.S., it would have much less importance because of the geographical diver-sity of Swiss trade. The prospect which frightens the Swiss most is that the Gatt system will become clogged by bilateral and regional agree-

mems megotiated outside its aegis: the combination of "plurilateral" and bilateral "plurilateral" and bilateral arrangements which is being discussed in the U.S. Congress

Switzerland has good

reason to support a new round of negotiationsnot least because it regards as catastrophic a collapse of the multilateral trading system. In this fifth article on Gatt, William Dullforce examines Berne's call for the body's authority

act as the primary defender of the multilateral trading system," Mr Blankart says. He has just returned from Washington, where he talked with Mr Clayton Yeutter, President Ronald Reagan's new trade representative.

to be strengthened and

extended

In place of the guardian role which the U.S. played in the early days of Gatt—and which they recognise is no longer appropriate after the organisation's expansion to embrace the developing and pewly developing and newly industrialised countries — the Swiss want Gatt's own authority to be substantially strengthened and extended.

A particular bugbear for the Swiss is the Voluntary Export The "constructive ambiguity" which characterises much of Restraint (VER) agreement of the kind concluded between as an alternative to Gatt.

"We can no longer be sure that the U.S. is in a position to ments of class international law Japan and the EEC on video cassette recorders and between ments of class international law Japan and the U.S. on cars.

**AMERICAN NEWS** 

trade.

defining everyone's rights and obligations in clearly delineated fields," says Mr erland but others have done so. The deal made by Britain and the Irish Republic on imports of rubber boots and shoes from swider reach and a different content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content than earlier rounds. It suggests that they be content then earlier rounds the content than earlier rounds. It suggests that they be content then earlier rounds. It is a doubling of Korean exports to switzerland between 1978 and 1980 to the detriments. A rule-making forum to rectify Gatt's existing regula-tions and to elaborate regulatheir own plants, the Swiss claim.

Switzerland has no bilateral agreements. It operates no quotas even for imports of textions for new areas, including services. The Swiss hope that a new Gatt body could emerge which would be able to tiles and clothing. This loyalty to basic Gatt principles, the Swiss feel, should not be rewarded by backlashes negotiate - issues. such as services and trade in counterfeit from VER agreements between other countries. They want the Gatt rules widened to cover ods without having to certain first whether the issue Gatt rules widened to cover these and other safeguard meafell within Gatt's scope: Negotiations on Gatt's execu-

tive functions, such as the supervision of tariffs, market sures.
Not surprisingly for a country whose banking and insur-ance enjoy international imporaccess and quantitive import ● Discussions on the "economic tance, Switzerland joins the environment" in which Gatt U.S. in urging that the new functions. The Swiss would like round must deal with trade in this basket to produce a de-claration by Gatt's 90 members services. Berne's official position is capon the conditions for the smooth functioning of a multilateral

tiously phrased. Talks on services, it says, should take place without any prior condition the areas to be covered or on any punitive action. Swiss bankers, insurers and economists, however, voice the straightforward argument for

The third basket would open the way for discussion of some including services: old, indus-trialised economies cannot conof the developing countries' pre-occupations, such as the link between their indebtedness and tinue to open their markets to manufactured goods from developing countries and suffer the loss of jobs in their own manufacturing industries, if the service industries absorbing the displaced employees are prevented from developing busi-

Whatever diplomatic lang- The previous erticles in this seriouse the message is wrapped eppeared on July 2, 12, 18 and 24.

finite link and potential trade-offs between the talks on goods The Swiss also fear a suide

into bilateral agreements from the non-discrimination principle embedded in Gatt's favoured-nation " clause. They unhappy about bean Basin In are unhappy about the Caribbean Basin Initiative under which the U.S. has granted preferential treatment to imports of Caribbean goods in return for advantages in services in the Caribbean area. Trade in agricultural

products, another crucial subject for the new round, is a different matter, Switzerland was granted dispensation from Gatt rules about protective measures on farm in 1966, mainly on the grounds that its political neutrality gave it the right to maintain a level

Official figures are not available, but Dr Fritz Leutwiler, the former president of the Swiss National Bank and now chairman of Brown Boveri, recently calculated that the many different forms of farm support were costing the Treasury between SwFr 3bn and SwFr 5bn (2900m-£1.5bn) a

It can be safely assumed that the Swiss will not be in the forefront when it comes to negotiating on agriculture in the new round. But would they block concessions on farm products, if they were the condition for the reinforcement and expansion of Gatt rules the

#### **Company Notices**

THE PACIFIC FUND SA.

Registered Office: LUXEMBOURG, 14, rue Aldringen

NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS

upon the following martistal

1. To hear and accept the reports of:

2. To apenove the estatement of essets and Habilities and the statement of operations ended March 31st, 1985 and to consider declaration on dividend. To discharge the directors and the auditor with respect to their performance of duties during the year ended March 31st, 1985.

Paraphologra.

To elect the auditor to serve until the ment annual seneral meeting of shareholders.

Any other business.

The shareholders are advised that no quorum for the statutory seneral meeting is required and that declaims will be taken at the majority of the shareholder senther by himself nor by propy can vote for a number of shareholder senther by himself nor by propy can vote for a number of shares in exites or gene-firth of the shareholder senther by himself nor by propy can vote for a number of shares in exites or gene-firth of the shareh present or two-siths of the shares present or represented at the meet ris. 

THE SOARD OF DIRECTORS

TAISHO MARINE AND FIRE INSURANCE COMPANY LIMITED MOTICE TO E.B.R. HOLDERS (ONE DEPOSITARY SHARE COMPRISING 10 ORDINARY SMARES OF YEN SO RACM)

PLANCING SANK LIMITED emocance that George No. 17 representing the ovisiend on the underlying shares for the year ended 51st March, 1985 at salvaning as year 138 august, 1985 at Saves feet Jeannes Tares at applicable, and may no Principle of the seriment at their Stock Counter, 41 subject to the Counter, 41 short Stock Counter, 41 short Stock Counter, 45 short Sto Coupons presented to HAMBROS BANK LIMITED must be listed on the uncertal latings forms, which may be obtained at Iney Stock Counter, and when assistable UK. Income Tray with the sound on the cross ambout of the divident between the count on the cross ambout of the divident between the counter. HAMPROS BANK LIMITED IN AUBUM, 1985

#### NATIONAL COAL BOARD

US\$100,000,000 8% Guaranteed Bonds 1967 5. G. WARBURG & CO LTD. announce that the redumption instalment of Bonds due ist September. 1985 for a nominal value of US\$5.000.000 has been met by purchase on the market. US\$65.000.000 nominal amount of Bonds will remain outstanding after 1st September. 1985. 33 King Wilhom Street London EC4R SAS 122 August, 1905

#### BANQUE NATIONALE DE PARIS

Floating Rate Note Issue of USD 250 million January 1980/88 The rate of enterest applicable for the three month period beginning July 31 1985 and eat by the refer-ence agent is \$1% annually.

#### ASICS CORPORATION Notice to EDR Holders

Notice to ELIN Honors:
Notice is hereby given that copies of
the 1985 Annual Report of ASICS
Corporation for the year to January 20,
1985 are available at the offices of the
depository. The Chase Manhattan
Bank N.A., Woolgate House, Coleman
Street, London ECZP 2HD, and of the
theonostery's scent. Chase Manhattan depostary's agent, Chese Manhattan Bank Librambourn S.A., 47 Boulevard Royal Librambourn The Chaze Manhatten Bank N.A.

London as Departary.

#### COMPANIA TELEFONICA NACIONAL DE ESPANA Floating Rate Note Issue

1980/1991 of USD 50 million The race of interest applicable for the six months period beginning on July 31 1985 and see by the reference agent is 81% annually.

CHEMICAL NEW YORK CORP. USSSOC.000,000 FLOATING RATE SENIOR NOTES DUE 1999

accordance with the provisions of the tes, Notice is Hereby Given that for Interest period from July 31st, 1985 August 20th, 1985 the Notes will carry interest rate of 8'46 per cent per

The interest payable on the relevant interest payment date, August 30th, 1985 39ayat coupon No. 9 will be USS87.19 per USS10,000 Note. Agent Bank CHEMICAL BANK

TO THE HOLDERS OF THE U.S.530,000,000 FLOATING RATE NOTES DUE 1996 Cooles of the report and accounts Hill Saturel Finance B.V. and of Hamme Group Pic for the year end 31st March 1985 are available from 6 Secretary. Hill Sameel Group Pic. 19 Wood Street, London ECIP 24J.

HILL SAMUEL FINANCE S.V.

the loss-ridden refinery with crude oil, seized the initiative late Tuesday as Royal Dutch/Shell announced it gradually would halt operations beginning in August. Caracas planned last-minute talks on taking over the 320,000 barrel a day (b/d) facility, a possibility which the Anglo-Dutch oil giant left open in its announcement. The Hague, which is responsible for the Antilles' foreign and defence policies,

Dutch and Venezuelan govern-

All three governments have a vested interest in ensuring the survival of the 60-year-old Curacao complex, whose closure has been

ROYAL DUTCH/Shell's decision to heavy crude earlier this year when close its big oil refinery in Curacao Exxon shut its 420,000 (b/d) refin-has left the Netherlands Antillean, ery on the Antillean island of Aruery on the Antillean island of Aruba. Social unrest that could result ments scrambling to organise a last-minute rescue plan to keep the from a closure of the 1,900-man Culast-minute rescue plan to keep the racao plant also troubles Venezuela, facility open, writes Laura Raun in which historically has had close ties with Curacao

rescue Curacao oil refinery

Urgent attempts launched to

For Willemstad, capital of the six-island Antillean chain, the demise Venezuela, which has supplied of a second significant employer is even more threatening. Unemployment in Curacao runs at 35 per cent and the Shell refinery indirectly provides another 4,000 to 6,000 johs. It is feared that Aruba's planned independence from the Antilles in January will deprive the other. smaller islands of economic sup-

also is participating in the negotia-tions in the Caribbean islands. vival of the 60-year-old Curacao occumplex, whose closure has been postponed twice before. Caracas alpost one major buyer for its

The Netherlands, which took control of the Antilles in 1816, feels morally responsible for the impoverished Antilles, although economic aid has been curtailed amid the

Dutch Prime Minister, flew to Caracas for emergency talks two weeks ago and returned with an optimistic report of a political accord reached between the three governments.

Mr Lubbers' diplomatic pressure failed to sway the hard-nosed Royal Dutch/Shell from its determination to close the refinery unless oil-price concessions from Petroleos de Venezuela, the state oil company, were forthcoming, The Curacao facility which is operating at less than half capacity, lost F1 165m (\$524m) in the first half of this year and needs several hundred million florin of investment to shift the output toward light, more remunerative products.
Roal Dutch/Shell had won sever-

al of its demands for continuing operations. Venezuela agreed to pro-vide extra crude supplies, Curacao promised to ignore 16m in taxes and employees agreed to a 15 per cent cut in wages. But The Hague and London-based oil company failed to wrangle the kind of price that were considered necessary.

# Canadian appeal on fibres

ince unless there are changes to the Multifibre Arrangement (MFA) which controls imports from the Mr Irving Steinberg, president of

the Clothing Manufacturers' Insti-tute, said that the Quebec clothing and textile industry faced "terrible pressure" from imports. Unless there were modifications to the MFA within three years, 30 per cent of the jobs in the sector would disappear in Canada, with

21,000 jobs lost in Quebec alone, he Mr Steinberg is hoping for a renewal of the MFA, part of the

MONTREAL - Quebec's textile in-dustry has warned that as many as Trade (Gatt), which came into effect 21,000 jobs could be lost in the prov- in 1982 and ends in July 1986. Talks WASHINGTON - The House of on the pact are due to begin soon in

The Quebec clothing industry mass breign aid bill for 1986 which would like to see the agreement opens the door to new or revived modified so that the growth of imports follows the growth of domes-

tic market demand The Canadian Textiles Institute says that since 1982, textile and clothing imports into Canada have increased by 43 per cent, but the Canadian market grew at an annual rate of between 3 and 6 per cent.

Mr Steinberg would also like to see some other developing countries join the Gatt agreements AP-DJ

62 South Audley St Maytar, London W1 Tel: 01 629 0223

THE WHOLE WORLD



#### U.S. approves bill solution

Representatives yesterday gave fi-nal approval to a \$12.7hn compro-mise foreign aid bill for 1986 which ragus, Kampuches and Angola.
The 262 to 161 vote of the Demo

the measure will now go to President Ronald Reagan for his signature. The Senate passed the bill on If signed by President Reagan, as expected, the measure would con-stitute the first foreign aid authorisation bill enacted by Congress

Besides massive new aid for Isreel and Egypt, the bill contains fresh initiatives for U.S. involvement abroad, including an unprece-dented \$5m for the non-Communist resistance in Kampuchea and repeal of a ban on aid to anti-Marxist rebels in Angola. It also includes \$27m for U.S.-

backed rebels, known as "Contras," who are trying to overthrow Nicara-gua's left wing Government but bars the Central Intelligence Agen-cy (CIA) from administering the Congressional negotiators re-

solved differences in House and Se-

nate versions of the bill during a

#### to be given priority by Peru By Hugh O'Shaughnessy

trading system, in particular on the requirements placed on monetary policies. It would in-evitably examine the relation-

ship between Gatt and the In-ternational Monetary Fund.

CREDITORS willing to advance new money to Peru will be given priority in the servicing of their loans to Peru, President Alan García said at a press conference in Lima late on Tuesday.

In his presidential inaugural address on Sunday Sr García announced that the maximum for Peru would pay on the service of its foreign debt would be 10 per cent of Peru's export

This compares with about 45 per cent remitted to foreign creditors during the five years President Garcia's predecessor, President dent Fernando Belaunde, was

Reaction to the two pro-nouncements among creditor banks has been generally muted but various commercial lenders have made it clear that they will be press-ing for the 10 per cent limit to be raised substantially. Sr Garcia received members of the steering commit-tee of Peru's commercial bank creditors in Lina on July 16 while he was still president-elect and told them he intended that Peru should deal with them on a bilateral

committee that Perm was anxious to discharge its financial obligations when circumstances permitted and to maintain the best possible relations with the international

financial community.

The senior officials designated to maintain contact with Peru's creditors are Sr Guillermo Castaneda and Sr Cesar Atalla.

Peru has indicated that it might welcome a change in the composition of the steer-ing committee of banks which act for Peru's commercial

Mexico's trade surplus down

banking creditors.

MEXICO had a foreign trade surplus of \$3.7bn in the first six months of this year, down 48.8 per cent from the sur-plus in the corresponding period in 1984, the budget and planning department re-

### New lenders | Great Plains synthetic fuel project at risk

BY WILLIAM HALL IN NEW YORK

Plains coal-gasification plant, the duce.

U.S.'s most important synthetic Compared with oil prices of fuels project, which went into prodecision not to back a rescue plan.

Mr John S. Herrington, U.S. Enthe U.S. agency set up to develop alternative fuel supplies during the 1970s oil crises, that it will not pro-vide the \$720m in price supports and the \$833m in least recognition and the 5073m in loan repayment deferrals which the project's five

commercial sponsors were seeking. The plant, which is the first of its grade form of coal – into a cleaner burning, more easily transportable fuel. While the plant has been a Corporation, are expected to make technical success and is operating a statement on the project's future within budget, it is not economic. today. It is most unlikely that they

THE FUTURE of the \$2ba Great \$10.75 per thousand ou ft to pro-

duction last year, is banging in the that the project is producing fuel at balance after a U.S. Government the equivalent of \$62 a barrel. Mr Herrington has told Synfuels that ergy Secretary, has told the Syn. provide assurance of long-term op-their Fuels Corporation (Synfuels), able cost to the taxpayers and the

By refusing to support the project, the U.S. Administration will save taxpayers' money, but several industry observers believe that it is taking a far too short-term view and is threatening the country's long-

term energy security. kind in the world, is based in North
Dakota and converts lignite - a low clude Tenneco, American Natural Resources, Transo Energy, Midcon Corporation and Pacific Lighting The gas produced sells for \$5.50 a will be able to continue without offithousand cubic feet while it costs cial backing

# **Bank of Ireland**

announces that with effect from close of business on the 1st August, 1985 its

Base Rate for Lending is reduced from 12% to 11½%

per annum Bank & Treland

n c H' vHA

105 -CILEAR

Financial Times Thursday August 1 1985

THE PARTY OF THE P

loyer imic;

J

TO THE TAVE A LINKLINE 0800 NUMBER. FOR DETAILS,



•

\_

.

S P L III

THE SEI

SERVICE FOR

22444.

..**.** 

X R R P 1

118 UP V

OUR SLEEV

VE. IF A COL

A COMPANY'S

'S NUMBE

TARTS WITH THE NEW 0800 CODE, YOU CAN DIAL SIKALGHI.

# Trident 'poses threat to key defence projects'

BY BRIDGET BLOOM, DEFENCE CORRESPONDENT

clear programme reaches its peak, vourable judgment of the Comppressure on the defence budget troller and Auditor General on the might cause either delays to Trimanagement of Trident: "We have yet begun at the complex basing dent itself or the postponement of been impressed by the extent to sites of Fasiane and Coulport in other key weapons projects, the which the estimates in constant Scotland; and the Atomic Weapons other key weapons projects, the House of Commons defence com-prices and exchange rates for indi-

special report published yesterday decline in real costs of £158m since that the most testing period for Trident the project was announced in 1980.

The actual increases in Trident per cent of the estimated £9.2bn cent of the Defence Ministry's

That might pose the Government severe difficulties, including the marines that currently provide Britforce, the committee says.

AS SPENDING on the Trident nu- The committee endorsed the fa- essentially a prototype: the D5 misvidual components have tended maston, Berkshire, which is to The all-party committee says in a downwards, it says, noting a net make the warheads, is short of skilled staff.

The actual increases in Trident 104 contracts worth \$37m had been costs have come mainly from infla-awarded to British companies on per cent of the estimated 13.250 to the programme has been spent. In the peak years at the end of this decade. Trident might take over 12 per lar, although some other adjust- than official optimism might have ments have been made as a result suggested." equipment vote in a defence budget of shifting work – notably the prothat will have declined in real terms cessing of the new missiles – from jobs which the Trident project is exthe UK to the U.S.

However, the committee says need to carry out a fourth refit of at of the programme might result in least one of the Polaris nuclear sub-increased costs or delays in the fu-direct. ture. The new 15,000 tonnes submaain with its independent nuclear rines are to be powered by a Committee: The Trident Propressurised water reactor which is gramme, HMSO £6.90.

The committee's report says that

pected to sustain has fallen from an estimated 25,000 directly and 20,000 that uncertainty in four main areas indirectly in 1980 to the latest esti-

## Life of patent protection shortened

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

market patented goods in the UK not be made until the start of the expect to benefit from a ruling of

A decision by five Law Lords yesterday means that companies could be in a position to market a product immediately the initial patent protection period has run out.

ply for a licence - the processing of which by the Patent Office could take up to a year - until after the original patent period had expired.

The Lords held that a "licence as of right" ... to market a patented product in the UK can be applied for, and its terms settled or agreed. in time for the licensee to start business from the day such a licence be-

The Law Lords overturned Brocades until after August 20 had Appeal Court rulings in May that been upheld by the Patent Court

COMPANIES SEEKING licences to an application to fix the terms could and the Appeal Court. four-year extension to a 16-year pa-tent provided for by the Act, and that a licence took effect as soon as applied for, whether or not its

terms had been agreed. The Law Lords' ruling, for which they will give their reasons later, Before yesterday's ruling a was made in an appeal by Gist-Browould-be compeutor could not apcades, a Dutch drug company, and its English associate, which want to compete with the Beecham Group in the UK market for a bronchitis

Beecham's 16-year patent on Amoxycillin expires on August 20, after which licences will be obtainable by other drug companies as of

A refusal by the Comptroller comes available under the 1977 Pa- General of Patents last year to settle the terms of a licence for Gist-

Gist-Brocades had argued that, since it took about a year to process a licence application, it was entitled to apply, and have the terms settled, in time for the licence to op-

erate from August 21. The Law Lords also held that the Comptroller could include in licence terms a provision precluding or limiting imports of UK patented goods from a non-EEC country.

That ruling was made in the Gist-

Brocades appeal and also a related dispute between Allen and Hanburys and Generics (UK) over the latter's right to import an asthma drug of which the UK patent is owned by Allen and Hanburys.

The Law Lords referred to the European Court of Justice a series of questions concerning the effect of EEC law on the import of patented goods and the granting of licences in respect of them.

# press for counterfeit crackdown

By Lisa Wood

NEARLY one in four of more than 50 manufacturing compa-nies in London and the south-east of England are affected by counterfeiting, according to a survey published yesterday by the London Chamber of Com-

merce and Industry. mechanical engineering sectors are most at risk, according to the survey submitted to the House of Lords select committee on the European Communities as part of the chamber's evidence on counterfeiting.

Companies in the survey favoured a change in the law to make it easier to recover dam-ages from distributors of counterleit goods as the best way to combat the problem. A fifth of the sample believed joint international initiatives could be effective and the preferred agencies for these were the International Chamber of Commerce and the EEC.

While Taiwan, India and Hong Kong were identified as major sources of counterfeit goods some respondents in the survey identified Britain and other dents in the survey countries in the EEC.

The cost to the companies compared was estimated by the chamber to be around £15m

The London chamber said the ounterfeiting problem could be defined in various ways. For 16.3 per cent of the sample it related to counterfeit finished products and for 6.1 per cent to counterfeit components. Counterfeiting had caused about 16 per cent to lose sales, 11 per cent to have marketing problems and 4.1 per cent to have difficulties with the salety

Companies said they had be-come aware of counterfeiting through marketing analyses, as well as customer complaints and

## Companies | Motor manufacturers braced for car sales boom month

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

BRITAINS "big three" car manu- not live up to expectation, there car sales this month as motorists rush to be the first to have the new 1984-85 registration plates on their cars. Each year the prefix letter on car number plates changes to indicate the year of manufacture. This rear the prefix is the letter C.

The most optimistic prediction of high car sales this month comes from General Motors, the Vauxhall-Opel group, which forecasts 320,000 new cars will be registered. That would make August demand for C-registration cars bigger than that for B-registration cars last year when 303,552 cars were sold - but not as high as for A cars, of which 374,599 were registered in August

Ford's forecasters suggest that 303,000 cars will be sold this month, while Austin Rover, BL's subsidary, reckons the total will be "over

Most importers are equally opti-

mistic. Only Nissan feels its rivals are getting over-excited. "The in-dustry will be lucky to see more than 300,000 cars sold," it says.

BY DOMINIC LAWSON

of the miners' strike.

BRITAIN'S energy balance of payments surplus fell by about £1bn to

ust over £5bn last year as a result

production, the gap would have been far wider. Last year crude oil exports exceeded 75m tonnes,

worth more than £12bn. In 1983, the

UK's oil exports were 68.3m tonnes,

Every company seems to have high stocks of cars ready for the august boom, anticipating the industry will make about 20 per cent of total 1984 sales in the month. So, if Nissan is right and demand does

facturers are all predicting a leap in could be short-time working at some UK car plants in the autumn and some importers desperately at-tempting to shift excess inventory later in the year. GM says confidently that aims to

take "17% per cent to 18 per cent of the available business in August" indicating it wants to sell at least 56,000 cars compared with 42,595 in August last year.
Ford expects to register 87,000

cars, the same as last year, which would give the company a 28.7 per cent market share. Austin Rover is coy about making its objectives known but would be disappointed not to achieve an 18 per cent share That would involve 54,000 cars compared with 46,641 in August 1984, when the after-effects of an industrial dispute held back its sales. Among the major importers, VAG, the Lourho subsidiary which imports Volkswagen and Audi cars, says its August order book indi-cates it should sell 22,000 against

15,738 in the same month last year. Mr Peter Cover, sales and marketing director, maintains: "It is particularly gratifying to do this record level of business without having to

resort to the ludicrous give-away tactics of some of our competitors."
In spite of his criticism, however, there is general agreement in the

Energy surplus drops by £1bn

industry that the extra incentive being offered to dealers this year during the peak sales period to "move the metal" at all costs, are not as high as they were in 1984.

The major incentives battle appears to be between the Austin Montego. Vauxhall Cavalier and

Austin Rover dealers can collecan extra £675 on top of their normal margin of profit on some Montego models if they reach agreed sales targets. Similarly, there is an extra £350 available on some Cavaliers and £250 on some Sierras.

But private buyers - not the fleet managers - dominate the August trade and most of them are looking for small cars. Nissan, for example, expects to do good business with the Micra and the special Maxima versions of the Cherry and Sunny.

Falling interest rates and the prospect of lower mortgage pay-ments might also stimulate the August market later in the month. And it is certain some buyers will be driven by the desire to keep up with next-door neighbours with C-registered cars on their drives.

While most attention will be on

new-car sales, August also leaves the motor trade with a high level of traded-in used cars to handle - but this is not expected to cause major

### **Biotech** venture proposals 'flood in'

new biotechnology ventures are flooding in, mostly from the U.S., despite the cooling of stock market interest in high-technology ven-tures, says N. M. Rothschilds in the latest annual report of Biotech-nology Investments Ltd. (BIL), its trust specialising exclusively in bio-technology shares.

Last year it received 76 proposals for investment, compared with 54 the year before, when alternative sources of funds were more freely available. Last year's proposals were of higher quality than in the early years of the four-year-old

BIL has made its first two investments in medical technology, after a proposal from Lord Rothschild, its chairman, for extending the fund

effectively into bio-electronics. One is a British investment where it has helped to reclaim for

UK ownership a company started in Britain by G. D. Searle in 1978, then sold to the U.S.

Orange Medical Instruments (UK), in which BIL has 20.4 per cent of the equity, specialises in biosensors, particularly for the continuous monitoring of oxygen and other gases in the blood of newborn or cardiac patients.

BIL and two other London venture capital groups, Advent and Grosvenor Developments, own about 60 per cent of the company. Its other biomedical investment is Biomagnetic Technologies of La Jolla in California, specialising in images of the electrical activity of

Its novel method of brain-scanning, which reveals function rather than the structure disclosed in standard X-ray scans, is seen as a promising way of pinpointing epilepsy and other forms of brain damage of deterioration.

BIL's net assets increased by 17 per cent to \$97.1m last year. About half of the increase is attributed to one U.S. investment. Applied Biosystems, which makes instruments widely used in genetic engineering.

☐ RAILWAYS face the threat of disruption next month over the phased rundown of British Rail's own engineering workshops and plans to in-troduce driver-only trains. The National Union of Railwaymen (NUR) is balloting its members on strik

☐ RACE relations laws in Britain At a later date, BA is expected to sell some of its oldest Boeing 747s should be made tougher, says the Commission for Racial Equality. In a report to be sent to Mr Leon Britand buy new ones. It has 29 in its tan, the Home Secretary, the commission says ethnic minorities still do not have a fair chance of employment and there is evidence that levels of discrimination are about the

☐ HOME ownership has risen from 52 per cent to 59 per cent since the Conservative Government took over in 1979, according to a report published by the Office of Popula-tion Censuses and Survey. The 1980 Housing Act, which gave tenants of council-owned homes the right to buy their homes, has been largely responsible for the change.

☐ A £3.5m road-safety advertising campaign has been launched by Mrs Lynda Chalker, Minister of Transport. The campaign will run for a year.

□ INDUSTRY is putting £112m a year into sponsoring sport, says the Sports Council. The sum represents 8 per cent of the total spent by industry on press and television ad-

□ WHISKY exports fell by 2 per cent in the first six months of this year compared with the same period last year, according to the Scotch Whisky Association.

The shortfall was largely caused by a drop in exports of bulk malt

#### The 1985 digest of UK energy sta-tistics, published yesterday, shows that the value of fuel exports exexports, because the UK produces light crude oil rather than the heavy crude sold for use in power ceeded that of imports by about £5bn in 1984, compared with the The Department of Energy esti-mates that the value of the UK's imminers' strike. £6bn achieved in the previous year. But for the rise in North Sea oil

port bill for petroleum products rose last year by 69 per cent to £4.1bn. The Electricity Council and

giving a £10.1bn boost to the UK's which will give the fullest break-balance of payments. which will give the fullest break-

The miners' strike required great-Provisional statistics also puber oil imports, rather than reduced lished yesterday by the Department of Energy show that UK oil-use in the three months to June 1985 fell by over 21 per cent against the same period a year ago, during the

Coal production in the three months to June increased significantly to 24.6m tonnes, but that is still 5.3m tonnes less than in the same period in 1983. the Central Electricity Generating
Board will today publish their reports for the last financial year,

#### **Dockers** block cargo for S. Africa

By John Lloyd, Industrial Editor

A COMPUTER-controlled milling machine was last night sitting on Southampton docks while its manutook differing views of its suitability for export to South Africa.

The docker members of the Transport and General Workers' Union had refused to move the machine because they believed it to be in breach of the arms embargo.

Berox Machine Tool, the manufacturer of the machine, said in a statement issued from its Glamor gan manufacturing plant last night that the equipment - an 800 kv milling machine fitted with a Heiden-heim data system - "does not reach the level at which an export licence is required."

The statement, issued under the name of Mr J. Beran, the managing director, says the "controls are freely available in South Africa." Neither Mr Beran, nor any other Berox executive, was available at the Glamorgan plant, the company's London office, or its registered office in Southampton.

However, Mr John Ashman, the Transport and General Workers' regional officer for the Southampton area, said he had documentary evidence that the machine, ordered by the Johannesburg company Fritz Wallaberger Machines, was to be passed on to Atlas Aircraft, a wholly owned subsidiary of Armscor, the South African Armaments Corporation, responsible for the maintenance and production of all military aircraft.

A passage in a letter from Walla-berger to Berox in Mr Ashman's possession reads: "We would re-quest that nowhere in your letter or reference list or in any further correspondence is our customer's name to be mentioned." In his statement, Mr Beran denies that the buyer is Atlas Aircraft

Customs officials inspected the machinery on the dock yesterday, but would make no comment afterwards. The Department of Trade and Industry said the export of prowhich might be used to produce or repair weaponry was a "grey area," but that the export of armaments was strictly banned following the United Nations embargo.

However, the embargo itself explicitly forbids the export of machine tools which could be used in reapons maintenance. The union action could face a

challenge under the provisions of the 1950 Employment Act, which renders unlawful all secondary action of this type. However, the Southampton Docks board was last night anxious to play down all sug-gestion that the dockers had been The most likely date for an an-changes might give a fresher look

The min gestion that the dockers had been | The most likely date for an aninvolved in any form of industrial nouncement is still September 9 or to the Government and that some action, or "blacking" of the cargo.

The most likely date for an aninvolved in any form of industrial nouncement is still September 9 or to the Government and that some dropped entirely is Mr Peter Rees, the Chief Secretary.

## **BA** Jumbos to get £100m engine refit

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT gines. Later BA aircraft are already

BRITISH AIRWAYS will spend up to £100m refitting 12 of its older Boeing 747 four-engined Jumbo jet airliners with updated Rolls-Royce RB-211 jet engines, in place of U.S. Pratt & Whitney engines.

This will give the aircraft improved range (up to another 600 miles), with significantly reduced fuel consumption and lower maintenance costs.

able to fly up to 6,300 miles non-stop (sufficient for non-stop eastbound flights from London to Hong Kong or Singapore), enabling it to meet those routes.

save the airline up to £13m a year

are the latest version of the RB-211-

Some of the other 17 are younger aircraft, with many years of service life remaining. Others - perhaps as many as a dozen - will need to be same as 10 years ago. Each refurbished aircraft will be replaced by the end of this decade, having by then been in service for

fitted with Rolls-Royce engines.

fleet, and only 12 of these are being

BA is studying its likely replacement needs in terms of the number competition from Cathay Pacific of aircraft involved, and timing of Airways and Singapore Airlines on the necessary orders. If it finds it needs to buy up to 10 to 12 new air-At the same time, the Rolls- craft, its replacement bill for Boe-Royce engines in the 12 aircraft will ing 747 jets alone could run to more

than \$1bn. in reduced fuel charges.

• Air Wisconsin of the U.S., attready a major user of the British

Aerospace BAe 146 four-engined re-524, the D-4 variant. They will be gional jet airliner, has ordered an fitted to the oldest Boeing 747s in eighth such aircraft, worth \$16m, the fleet, which use the U.S. enfor delivery in April 1986.

# Textile tariffs opposed

THE GOVERNMENT does not believe in taking retaliatory action
against countries that erect barriers to trade in textiles and clothing.
Lord Lucas of Chilworth, the funior
trade minister told the textile and experts in the first quarter of
this response in the first quarter of trade minister, told the House of this year showed a 19 per cent im-Lords yesterday.

provement over the same period last year.

At Question Time on the last day of business before the summer recess, he acknowledged that Brazil had suspended the Issue of import licences for clothes, but insisted:

There is no passed we should set the level of British duction of the Financial Times. The street of the last year.

Lord Bruce of Donington, leader of the Lords, said Brazilian tariffs on clothing and textile imports were eight or nine times the level of British duction of the Financial Times. The street of the proprint of had suspended the issue of import licences for clothes, but insisted:
"There is no reason we should act in the same discriminatory and protectionist way."

and texture important times the level of British dultion of the Financial limes. Taiwan's duties were seven times the British level and South Korea levied three times as much.

There is no reason we should act times. Taiwan's duties were seven times the British level and South Korea levied three times as much.

Page 24

# whisky to Japan,

## Thatcher weighs options for reshuffling her Cabinet

BY PETER RIDDELL, POLITICAL EDITOR

tensive reshuffle than previously queen at Danmoral in Scotland duties two or three ing the previous weekend.

Senior ministers look likely to be apart from dropping a couple of senior.

There had been indications that, apart from dropping a couple of senior.

Prime Minister, has already started ters between portionos.

There is no intention of repeating tary, leaving someone else to implesters to discuss their future. There is no intention of the long knives of the "night of the long knives" of ment his Social Security review in a ment his social Security revie Among those she has seen at DownSummer 1962 when a third of the major Bill in the next parliaing Street this week have been Mr Cabinet was sacked by the then major Bill in Morman Fowler, the Social Services Premier, Mr Harold Macmillan, but mentary session. Secretary, and Mr Patrick Jenkin, Mrs Thatcher is being advised that the Environment Secretary.

sider the options during her holiday some time.

BRITISH Cabinet changes in early Party conference, after the Prime would benefit from such switches, September could involve a more exMinister's annual visit to see the as happened in 1981. This is apart September could involve a more ear minister. I must be seen as nappened in 1981. This is apart tensive reshuffle than previously Queen at Balmoral in Scotland durfrom the two or three likely promo-

senior ministers look likely to be a There had oeen more anous man, dropped from the Government apart from dropping a couple of senior ministers, Mrs Thatcher is mow a growing impression at the Department of Health and Social Security that Mr Fowler will be moved after

Moreover, it now looks increasit will be desirable to shift several ingly possible that Mr Patrick Jea-It is thought that no final decision middle-ranking Cabinet ministers kin may remain in the Government, has yet been taken, but Mrs between jobs, especially those who while being shifted from the Thatcher apparently wants to conhave been in their existing posts for Department of the Environment where he has had a controversial

# New Issue GAZ DE T

## **MEGAL Finance Company Ltd.**

Cayman Islands

DM 150 000 000 7 1/2 Bearer Bonds 1985/1997

- Stock Index No. 476 190 -

Issue Price: 99 1/2 1/2

**Dresdner Bank** 

**Deutsche Bank** 

Crédit Commercial de France

ABD Securities Corporation Algemene Bank Nederland N.V. Al-Mai Group Amro International Limited

Arab Sanking Corporation – Daus & Co. GmbH Badiache Kommunale Landasbank Bance del Gottardo Benca Nazionale del Lavoro

BankAmerica Capital Markets Group Bank für Gemeinwirtschaft Aktiengenefischaft Bank of Helsinki Limited Bank Lou International Ltd.
Bank of Tokyo International Umited
Bank J. Vontobel & Co. AG Bankers Trust Gmbri Banque Bruxelles Lambert S.A.

Banque Française du Commerce Extérieur Banque Générale du Luxembourg S.A. Banque Indosuez Banque Internationale à Luxembourg S.A. Banque Nationale de Paris Banque Paribes Capital Markets lanque de l'Union Européenne

Banque Worms Barclays Morchant Bank Limited Baring Brothers & Co., Limited Wechsel-Bank Aktiongesolischaft Bayerische Landesbank Girozentrale Bayerische Vereinsbank

enberg, Gossier & Co. Bergen Bank Berliner Bank Aktiengesellschaft Berliner Handels- und Frankfurter Bank Coisse Centrale des Banques Populair Caisse des Dépôts et Consignations Coisse Nationale de Crédit Agricole Chase Manhatten Capital Markets Group

Chase Manhattan Limited CIBC Limited Citibank Aktiengesellschaft Commerzbank Aktiengeselischaft County Bank Limited Crédit industriol et Commercial de Paris Crédit du Nord

CSFB-Effectonbank AG Dai-Ichi Kangyo International Limited Dahwa Europa (Deutschland) GmbH Delbrück & Co Den norske Creditbank Deutache Girozentrale - Deutsche Kommunalbank -DSL Bank Deutsche Siedlungs- und

DG Bank Deutsche Genossens A Securities Pitfield Enskilda Securities
Skandinaviska Enskilda Limited European Arab Bank European Banking Company Limited First Chicago Limited First interstate Limited

Gefins international Ltd chaftliche Zentralbank AG vremus
Girozentrale und Benk
der österreichlechen Sparkassen
Aktiengeseilschaft
Goldman Sachs Internstional Corp.
Hambros Bank Limited

Geord Hauck & Sohn Banklers emmanditgesellschaft auf Aktien sische Landesbank – Girozentrale – Hill Semuel & Co. Limited bank von Japan (Deuts Aktiengeselischaft lituto Bancario San Paolo di Torino

Kidder, Peabody International Limited Kleinwort, Benson Limited Kredietbank S.A. Luxembourseoise Kuwait Foreign Trading Contracting & Investment Co. (S.A.K.) Kuwait International Investment Co. s.e.k. Kuwait Investment Company (S.A.K.)

Kansaliis-Osake-Pankki

Landesbank Rheinland-Pfalz

LTCB International Limited

Manufacturers Hanover Limited

Lloyds Bank International Limited

Lazard Frères et Cie.

Morgan Grenfell & Co. Limited Morgan Guaranty GmbH Morgan Stanley International The Nikko Securities Co., (Europe) Ltd. Nicoon Credit International (HK) Ltd. Norddeutsche Landesbank Giroze Osterreichische Länderbank Aktiengesellschaft Sal, Oppenheim jr. & Cie. PK Christiania Bank (UK) Umited Postipankki Privatbanken Rabobank Nederland Reuschel & Co. N. M. Rothschild & Sons Limited Salomon Brothers International J. Henry Schroder Wagg & Co. Limited Schweizerische Hypotheken-Smith Barney, Herris Upham & Co. Sumitomo Figures International Svenska Handelsbanken Group Swiss Benk Corporation International Swiss Volksbank Versins- und Westbank Aktienges M. M. Warburg-Brinckmann, Wirtz & Co.

S. G. Warburg & Co. Ltd.

Wostdeutsche Landesbank Girozentrale

Yameichi International (Europe) Limited

Westfalenbank Aktiengesellschaft

Westpac Banking Corporation

an Witter Capital Markets-

Würtlembergische Kommunale

Landesbank Girozentrale

Yasuda Trust Europe Limited

Westdeutsche Genoss

International Ltd.

Wood Gundy Inc.

Crédit Lyonnais

Merck, Finck & Co. Mertili Lynch Capital Markets B. Metzler seel, Sohn & Co.

Mitsubishi Finance International Limited Semuel Montagu & Co. Limited

Union Bank of Switzerland (Securities)



enture

Hoposak

flood in

General Accident. Fully comprehensive for the man in the street.

Cars are one thing. Real live people are another

At General Accident, they come in for exactly the same treatment.

For the special, thorough, fully-comprehensive approach which has always set us apart.

And for an all-round insurance service which is second to none.

General

For your home, your life and Accident for peace of mind, we suggest you take a decisive step. Talk to General Accident.

In an uncertain world, it's easily your best policy.

# TV journalists to strike over terrorist film

terday voted to strike for 24 hours traditions." over a decision by BBC governors not to show a documentary film on terrorism in Northern Ireland. All BBC televison members of the

National Union of Journalists are being asked to strike next Wednesday – the day the film featuring Mr Martin McGuinness, the suspected IRA leader, was due to have been shown. The governors' decision was taken after pressure from the Gov-

A resolution passed by journal-ists expressed lack of confidence in the board of governors and called on Mr Stuart Young, the BBC chair-

man, to resign.

The moves came as Mr James Northern Ireland for the past seven years, first offered his resignation over the affair and then had second

Mr Hawthorne said last night he was reconsidering because of assurances that the way the BBC covered Northern Ireland would not alter. Pressure put on the BBC by Mr Leon Brittan, the Home Secretary, drew increasing criticism yester-

The Association of British Editors said the BBC had handed the IRA "one more victory in the propa-ganda war" and had shown weak-oxygen to terrorists, as claimed re-

BBC TELEVISION journalists yes ness and "a betrayal of its own best cently by Mrs Margaret Thatcher,

Mr Gerald Kaufman, shadow to express his concern.

terview with one of the alleged style," said a governor who asked heads of the IRA to be shown. He not to be named.

"What we thought was wrong had made the request without having seen the film or a transcript with it was the fact that it was

"respected and supported passion- too pleased to say boo' to the Gov-ately the constitutional indepen-ernment on such an issue, but we dence of the BBC to take its deci-decided it was a moral question."

governors, who met for seven hours form. on Tuesday to discuss the film, did All the other governors voted to so believing that the programme support this view with the excepshould go ahead without alteration. tion of Mr Alwyn Roberts, the The board of management team governor for Wales, who was the led by Mr Michael Checkland, the only one of 11 governors present to deputy director general, proposed support the board of management, that the programme could have a Sir John Boyd, former general

Mr Young was sympathetic to Home Secretary, said he would be such an approach. Views changed, however, after the 45-minute programme was shown to the gover-Mr Brittan had told the BBC that nors. T was definitely shaken by it would be "contrary to the national the film. Terrorism was being interest" for a film featuring an in- shown as merely an alternative life

Speaking on BBC radio yester-day, Mr Brittan denied that he had tried to censor the BBC. He said he "Most of us would have been only

sions," but the Home Secretary like all other citizens, was entitled to put his opinions on programmes to the BBC.

It became clear last night that most members of the board of should not go out in its present form.

ent before it explaining the secretary of the Amalgamated context and a discussion after on Union of Engineering Workers, was whether publicity really did give not present.

### Deadline passes for Lloyd's £130m wealth test for underwriters

Lloyd's had expected most of the 1,525 underwriters to meet the sol-

vency requirements. But the warn-

ing by Sir Ian Morrow has prompt-

ed members to explore whether they need to meet the require-ments. Discussions are taking place

with lawyers and there is likely to

be an attempt by those who have al-ready passed the "solvency test" to

Lloyd's ruling council meets next week and will consider the latest

developments. If any underwriter

does not meet the solvency require-

ments, money will be "earmarked"

from a central fund of last resort in

the market - which stands at

£167m. The money from the fund

will be used to protect the interests of Lloyd's policyholders and to meet

But Lloyd's is not anxious to sus-

pend any underwriter over this affair as the members are planning

MORE THAN 1,500 underwriting intends "ought to be borne in mind members of Lloyd's the London in-surance market were deciding yes-meet the present solvency requireterday if they should show they ments." have enough wealth to meet insurance losses of £130m.

The Lloyd's authorities set yesterday as the deadline for the underwriters to show they could meet their insurance liabilities. The members, whose affairs were managed by agency interests of Minet Holdings, the insurance broker. faced large insurance losses on top of allegations that £40m of their of allegations that £40m of their unscramble the process while they funds had been misappropriated by find out the full extent of the under-

former agency executives. Management of the underwriters' affairs is passing to an independent agency – Additional Underwriting Agencies No. 3 - financed by Lloyd's and headed by Sir Ian Morrow. The move follows Minet's decision to close its Richard Beckett agency, which managed the members' affairs, in the wake of the in-

surance losses. Lloyd's has warned that unless the underwriters show they have enough wealth to meet their insur-ance liabilities they will be suspended from underwriting.

But Sir Ian Morrow has warned an extensive programme of litigathe underwriting members that he Lloyd's also does not intend to intends to operate a more conservative accounting policy in the calcu- pursue members into bankruptcy if lation of the losses. The changes he they default,

'Costa del Dole' rule declared illegal

THE GOVERNMENTS new rules aimed at preventing the young un-employed from staying in bed and breakfast accommodation for more than a few weeks were declared illegal by a High Court judge yes-terday.

Mr Justice Mann ruled that Mr Norman Fowler, Social Services Secretary, had no powers to introduce the regulations which forced young people aged between 16 and 25 to leave their lodgings after a few weeks and move to a different area, or have their benefit pay ments cut

The regulations were introduced on April 29, partly because the Government wanted to act against "Costa del Dole scromgers" who were reported to be moving to the seaside at the expanse of the Department of Health and Social Security and holidaying while suppocurity and holidaying while suppo-sedly looking for work.

Yesterday's ruling was on a test case brought by a 22-year-old unem-ployed man from Liverpool, who said the rules would turn him "one of the army of rootless unemploy-

The department is expected to appeal against the ruling.

# City revolution spurs jobs shake-up in securities industry

BY OUR CITY CORRESPONDENT

ruitments among British securities Chase. companies surfaced yesterday in one of the biggest personnel upheavals in the financial services revolution taking place in the city are relaxed. of Landon.

Developments included: The entire Channel Islands staff of stockbroker Sheppards and Chase . is set to join stockis set to join stock-

broker James Capel. Three market makers of Akroyd & Smithers are leaving. Mr Phillip Cole, a market maker in the stores other experienced Akroyd dealer. Mr Peter Brown, a market maker who heads up the operations in the in the investment trust sector. is Channel Islands, and the staff are in the investment trust sector, is

joining James Capel.

Mr Kevin McGivern, a salesman in British Government securities pected to bring Capel's staff up to with broker Hoare Govett, is join- around 27 in this field. They are exwith broker Hoare Govett, is joining Barclays de Zoete Wedd, the pected to join in September. securities operations of Barclays

ing the new securities operations which is being created by stockbro-ker W. Greenwell, Midland Bank Smithers. and Samuel Montagu. In the Ci

The details emerged yesterday as rumours suggested that there would be other departures from Wedd Durlacher Mordaunt, one of Britain's largest market makers

which is merging with Barclays Earlier this week Mr Richard Doran, a dealing partner with Wedd, resigned to join James Capel, to help to run their "block trading" operations. Wedd yesterday

partures were imminent.

The biggest surprise of the day was the defection of the Channel Scottish stockbroking firm of Campbell Neill & Co. The acquising the Campbell Neill & Co. The acquisity which has aight

A WAVE of staff defections and rec- cent stake in Sheappards and

It intends to acquire 100 per cent control of the broker once Stock Exchange rules on outside ownership Mr John Wilson, senior partner of

Sheppards and Chase, said yester-day that it was the intention to maintain the firm's stockbroking and international bond presence on both Guernsey and Jersey "backed by the resources of BAII."

He said that all the staff in the Channel Islands operations "may

sector is joining Wood Mackenzie, well all go and we may have to re-along with Mr Harry Hawkes an-

In the move, Mr Alan Corbin, set to join the operations of James Capel in the same area. This is ex-

The other surprise was the move by a Hoare Govett staff member to Barclays de Zoete Wedd. So far, • Mr Richard Brewer, a manager in the treasury department of Hill Samuel, the merchant bank, is join-more settled securities houses and has attracted staff from leading market makers such as Akroyd &

> In the City of London yesterday it was suggested that Mr McGivern, aged under 30, a salesman of government securities with Hoare Govett, was receiving a six-figure "Golden Hello" or transfer fee for signing on with the Barclays securities operations. It was said that he was being offered a partnership which could be worth up to £200.000.

Barclays Bank has been considquashed suggestions that other de-partures were imminent. ering taking legal steps against de-fectors from Wedd Durlacher Mor-

Earlier this year Banque Arabe et tion of the broker, which has eight Internationale d'Investissement partners and a total staff of over 70, (BAII), the Luxembourg-based consortium bank, acquired a 29.9 per vett's private client business.

W-2

₹3.3°

≌.873¹ (1.11) ්ස<sub>මටS∂ ට</sub>: .

Mistry of Cont

Soply new market

ghows ( ) with

Babla to to the second

ALMUBIE CONTRACT.

Pated one until ter

Furthering

Parational (1997) Countries Ann and a

Pin G SECOND :

in the second

#### UK ECONOMIC INDICATORS

ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output (1980=100); engineering orders (1980=100); retail sales volume (1978=100); retail sales value (1980=100); registered unemployment (excluding school leavers) and unfilled vacancies (000s). All seasonally adjusted.

Indi. Mfg. Eng. Retail Retail Unemprod. output order vol. value\* ployed Vacs.

102 112.6 133.9 3,138 114.9 111.6 112.0 98 107 102

OUTPUT-By market sector; consumer goods, investment goods, intermediate goods (materials and fuels); engineering output, metal manufacture, textiles, leather and clothing (1980=100); housing starts (000s, monthly average).

Consumer Invst. Intmd. Eng. Metal Textile Housg. goods goods goods output mnig. etc. starts\*

1984
1st qtr.
2nd qtr.
3rd qtr.
4th qtr.
November
1985
1st qtr.
January
February
March
April
May

EXTERNAL TRADE—Indices of export and import volume (1980=100); viable balance; current balance (£m); oil balance (£m); terms of trade (1980=100); excluding reserves.

Export Import Visible Current Oil Terms Resv. volume volume balance balance balance trade US\$bn\*

14,80 15,52 15,35 13,53 14,03 13,98 14,32

FINANCIAL—Money supply M0. M1 and sterling M3, bank advances in sterling to the private sector (three months' growth at annual rate); building societies' net inflow; HP, new credit; all seasonally adjusted. Clearing Bank base rate (end period).

Bank BS HP Base
MA M1 M2 advances inflow lending rate

1984
1st qtr.
2nd qtr.
3rd qtr.
4th qtr.
December
1985
1st qtr.
2nd qtr.
January
February
March
April
May
June 3,146 1,168 1,013 965 1,057 1,038

INFLATION—Indices of earnings (Jan 1980=100); basic materials and fuels, wholesale prices of manufactured product (1980=100); retail prices and food prices (1974=100); FT commodity index (July 1982=100); trade weighted value of sterling (1975=100).

Earn- Basic Whsale.

ings\* matls.\* matg.\* RPI\* Foods\* comdty. Strlg.

1984
2nd qtr.
3rd qtr.
4th qtr.
December
1985
1st qtr.
2nd qtr.
January
February
March
April
May
June 155.9 159.6 164.1 165.3 132.0 132.8 134.3 134.9 146.2 136.6 362.9 139.0 139.4 375.3 145.3 135.9 359.8 147.6 136.6 362.7 145.5 137.5 366.1 140.8 139.2 373.9 138.8 139.5 375.6 375.4 3 Not seasonally adjusted 165.4 332.8 339.4 330.6 332.5 335.4 338.8 339.3 340.1 295.22 278.13 296.98 295.73 295.22 295.08 279.98 278.13 163.4 164.6 168.1 169.4 169.5

This advertisement is published by Debenhams PLC, whose directors (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate and each of the directors accepts responsibility accordingly.

# DEBENHAMS SHAREHOLDERS

# inadequate **Burton bid**

## Burton offers you -

- \*A price which ignores the fundamental strength and growth prospects of your company.
- \* A loss of dividend income.
- \* Vague promises about discredited design concepts costing hundreds of millions of pounds.
- \*An overstretched management without experience of multi-level stores.
- \* No experience in merchandise other than clothing.

# Ignore the Keep your inadequate Debenhams

# Debenhams offers you -

- \* Rising profits, which have doubled in 3 years and are forecast to treble in 4 years.
- \* A growth in earnings per share that beats Burton hands down.
- \* A share price that is well supported by the profit and dividend forecasts for the current year.
- \* Excellent future growth prospects from a strong position in a growing market.
- \* Growth in sales and profits from both existing selling space and planned new stores.
- \*An experienced management team.

Debenhams has promised, has delivered, and will deliver in the future.

The New DEBENHAMS Specialists-above all



lution sp re-up in

industr

? INDICATE

Financial Times Thursday August 1 1985 -

Today, while most producers of microchips are making savage cutbacks, it's ironic that Digital are announcing plans to spend £82 million on building their largest microchip plant outside the US.

And the good news is we're building it in Britain.

**DIGITAL WHO?** 

For those of you who are not familiar with the name Digital except in connection with mass produced watches here are a few salient facts.

1. We are called

Digital Equipment Corporation (DEC to our friends).

- 2. We don't make watches.
- 3. We are the largest manufacturer of minicomputers in the world.
- 4. We are the world's second largest computer company.

#### WHAT ARE WE DOING IN BRITAIN?

If we told you that when we were considering where to build our new plant the main things that attracted us to Britain were (a) the education system and (b) the weather, you'd probably think we weren't being entirely serious.

But the fact is, when it comes to technological expertise in the fields of electronics, physics and chemistry, Britain and in particular, the Edinburgh area are very hard to beat,

Although the Scottish climate may not always be ideal for beach barbecues, with the thousands of gallons of water needed by our plant it is absolutely perfect for us. (We should add that we will be returning the water in question to the Forth river cleaner than it was when we took it out.)

There are other reasons for choosing Edinburgh, of course - its beauty and its cultural life make it an attractive proposition for the top people we need.

Edinburgh was also chosen from several potential locations worldwide because of the highly developed silicon chip industry in Scotland which is able to supply raw materials, components and equipment. In effect our Scottish plants will be able to turn sand into computers.

Our new plant is close to our plant at Ayr which was established in 1976. In fact, most of the new plant's output will go to Ayr where the chips will be made into integrated circuits for export worldwide.

Furthermore, although DEC is an international company with offices in 48 countries we are heavily committed to Britain. So much so that the British operation is second in size to the parent company in the US.

Worldwide DEC's turnover last year was \$5.6 billion and in the UK it was £303

million. We set up our first office in the UK in 1964 and now have 13 branches across

the country: We built the plant at Ayr twelve years later and two years ago set up DEC's first research and development centre outside

the US. It employs 300 engineers and designers.

Our new plant in Edinburgh will represent Digital's first microchip manufacturing plant in the UK (and outside the US).

**HOW IT ALL STARTED.** 

If our achievements in this country

EVERY WORD ON THIS PAGE.

were unknown to you until now, what may

come as some surprise is that Digital are

as the pioneers of computing as we know it

a room sized monolith that cost millions of

pounds and needed a sterile air conditioned

make a smaller, cheaper and easier to use

company Digital Equipment Corporation,

gave birth to a revolution by developing

the first mass produced minicomputer.

buting minicomputers throughout their

operations rather than concentrating

are the largest minicomputer company

turnover exceeding \$5.6 billion.

immediately on the screen.

government departments.

bank in the City.

tically every area of life in Britain.

their data processing in one mainframe

machine. DEC lead the way and today we

(and currently, the second largest com-

puter manufacturer) in the world, with a

WHERE WE ARE TODAY.

when we made the first commercially

available computer system to offer an

'interactive video display' so that when you

asked the computer a question it answered

one DEC computer as does every major

names ranging from car manufacturers,

known for producing some of the most

also significant that we now offer the

innovative products on the market, it is

broadest range of computer products and

insurance companies to oil companies and

Today our computers touch on prac-

Every university in Britain has at least

Most of our customers are household

But although Digital has always been

DEC first came to public notice in 1960

By the 1970's companies were distri-

chamber to live in, Ken Olsen set out to

computer for the mass market. His

Back in 1957, when a computer was

acknowledged in the computer industry

today.

desk sized MicroVAX II right up to clusters of VAX 8600s capable of running a major steel mill (for instance).

It's a simple principle but sadly not one every computer manufacturer shares.

We say sadly, because we believe whole-heartedly that all computers made

> already pledged our firm support to Open Systems Interconnect (O.S.I.) whose objective is to promote and establish

international standards of computer networking.

> **HOW WE GET THE** PEOPLE WORKING TOGETHER.

At the risk of seeming arrogant we like to think that the way we work as a company is as innovative as some of the products we produce \_\_\_\_

We believe that today too many big companies are hung up on structure.

As a result, too many individuals are frustrated by internal structures, politics, and job titles.

Therefore at Digital we favour a much looser structure where job titles are kept to a minimum and communication is at a maximum.

We like to hand out responsibility as early as possible in the belief that you learn quicker that way.

Indeed, we believe no one can reach their true capacity by taking small safe steps so we encourage people to take a bold path right from the start.

We also believe that anyone, however inexperienced, can have a good idea and if they do we give them the opportunity to implement it rather than snatch it away from them.

And by the same token we prefer to give people the flexibility to change jobs within the company whenever they feel they are stagnating rather than let them become frustrated with what they are doing.

But while we're on the subject of jobs it's time to return to the emotive statement that we started this advertisement with.

**HOW MANY JOBS** ARE WE TALKING ABOUT.

Currently Digital employ 89,000 people all over the world and 4,300 in Britain.

But last year our turnover in this country grew by a staggering 44% which means that, quite apart from our new plant in Edinburgh which will spawn 400 new jobs shortly, we will also be creating a further 800 jobs throughout the UK

Making a total count of nearly 1,300 new jobs in Britain. And that, as they say, is

by all companies should be designed to work TODAY WE'RE CREATING A together and we have **NEW JOB IN BRITAIN FOR** 

this year.

our final word. (For this year.)

services in the industry, ranging from chips costing just a few pounds to large networked systems worth many millions.

SHOULD WORK TOGETHER. Today when we sit down to design a new piece of computer equipment, the first question we ask is how it will work with our existing equipment and how will it grow with the systems we create tomorrow

WHY COMPUTERS

Our VAX family of computers, for instance, is unique in the industry for providing complete compatibility from the

THE WORLD'S SECOND LARGEST COMPUTER COMPANY.

#### **General Motors Acceptance Corporation**

This advertisement complies with the requirements of the Council of The Stock Exchange and does not constitute an offer of. or invitation to subscribe for or purchase, any securities.

(Incorporated in the State of New York, United States of America)

¥30,000,000,000 Zero Coupon Notes due August 15, 1990

The following have agreed to subscribe or procure subscribers for the Notes:-

**Nomura International Limited** 

Kleinwort, Benson Limited

**Bank of Tokyo International Limited** 

Algemene Bank Nederland N.V.

Banque Bruxelles Lambert S.A.

**Banque Indosuez** Dai-Ichi Kangyo International

Crédit Lyonnais **Daiwa Europe Limited** 

Den Danske Bank af 1871 Aktieselskab

Fuji International Finance Limited

Lombard Odier International Underwriters S.A.

LTCB International Limited

Merrill Lynch Capital Markets

Mitsubishi Trust & Banking Corporation (Europe) SA

Mitsui Trust Bank (Europe) S.A.

**Morgan Stanley International** 

The Nikko Securities Co., (Europe) Ltd.

Pictet International Limited

Swiss Bank Corporation International Limited

**Toyo Trust International Limited** 

Yamaichi International (Europe) Limited

Application has been made to the Council of The Stock Exchange for the Notes, to be issued at 74.927% of the principal, to be admitted to the Official List.

Listing particulars relating to the Notes are available in the Extel Statistical Service and copies may be obtained during normal business hours up to and including 5th August, 1985 from the Company Announcements Office of The Stock Exchange and up to and including 14th August, 1985 from:-

Nomura International Limited, Nomura House. 24 Monument Street. London EC3R8AJ

Cazenove & Co., 12 Tokenhouse Yard, London EC2R 7AN The Bank of Tokyo Ltd., Northgate House, 20-24 Moorgate, London EC2R 6DH

1st August, 1985

# Hotel Meridien The French art of fine living in Kuwait



As in over 40 cities worldwide, you'll find the living at the Kuwait Meridien.

Experience its refined décor, its fabulous cuisine and impeccable service, all Safat-Kuwait.

of which make the Kuwait Meridien the ideal location exquisite French art of fine for your next stay or meeting Tel.: (965) 245.55.50. in the region.

Kuwait Meridien Hotel: Fahd El Salem Street. P.O. Box 26302,

You'll also find Meridien refinement in: Al Khobar, Jeddah, Abu Dhabi, Cairo, Baghdad, Lattakia, Palmyra, Khartoum.

for reservations and information call the Air France agencs or travel agent nearest you or contact "Mendien Reservation International" (MRD in Paris J. 256.01.01 (For group reservations, 225,39,4)

The international hotels with a French touch Travel companion of Air France

# Cost-cutting fever raises interest in small U.S. health groups

THE RECENT three-cornered bid battle for American Hos-pital Supply, the largest U.S. distributor of health care pro-ducts, has refocused attention on a rapidly changing, fast-growing industry which has brought rewards to investors on both sides of the Atlantic.

Wall Street's cohorts of health care analysts were given plenty to chew over as first Hospital Corporation of America (HCA) announced an agreement to merge with AHS—to form the largest health care concern in the U.S.—and then Baxter Travenol Laboratories, the health care products group, submitted a counterbid for AHS, winning the bettle on July 15 with a \$3.80n offer.

Hospital management com panies such as HCA, Humana and National Medical Enterand National medical Enter-prises have figured heavily in the investment portfolios of European-based funds as the growth of private health care in the U.S. has brought hefty rises in profits and share prices.

But away from the heavy-weights of the industry are a myriad of small companies with names like Sunrise Medical, Medicine Shoppe International and Mental Health Management, all with products and services aimed at carving a niche in a \$400bn industry or exploiting the new emphasis on controlling

This emphasis, prompted by the Reagan Administration's attempts to rein in on welfare spending, has spread to hospi-tals, suppliers and employers—a group mindful of the famous remark by Lee Iacocca, the Chrysler chief, that more health care than steel goes into each new car rolling off the produc-

With one third of U.S. hospital beds empty, it would be natural for investors to look away from the big hospital management the dig nospital management companies to other parts of the industry. The problem, how-ever, for the individual investor is how to find out about companies too small to interest Wall Street.

Estimates suggest that large health care companies are each trailed by an average of 27 analysts, compared with just two for emerging companies in the sector. Meanwhile, average institutional expensions of the sector. meanwhie, average institutional ownership of the smaller companies is put at 13 per cent against 53 per cent for their big brothers.

Mr Robert Bradley, vice-president for marketing at Citicare, a mutual fund for non-U.S. ina mutual fund for non-U.S. in-vestors, says that in the case of the large health care groups "it is almost impossible for some-one to spot something new." On the other hand the turnoil created by the technological and financial changes in the market place offered good opportuni-ties for investors in smaller companies.

ompanies. Citicare, launched in 1983,

performers.
Other favoured sectors have included companies with products helping to bring early diagnosis, and hospital information system suppliers, which have benefited from hospitals, need to know what is going on including the product of the state in order to keep a tight lid on

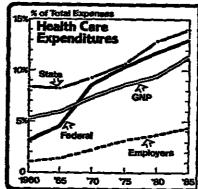
However, the fund has steered relatively clear of biotechnology, due, says Citicare, to excessive valuations cificare, launched in 1983. However, the fund has operates under the wing of Citicorp, the world's biggest biotechnology, due, says banking group. It is one of a few funds, including Alliance of companies with no forese-Bealth Care and Putnam Emerging Health Science, set most medical technology compa to help individuals and instinctions outside the U.S. spot hospitals could delay purchasing

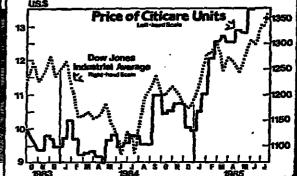
doubled in the fund's first year, shares were down to \$9 in with one HMO. Maxicare, proving 1984. A gradual recovery ing one of the fund's best followed, with a big spurt comfollowed, with a big spurt com-ing in the first months of 1985 as smaller capitalisation stocks outperformed the market

outperformed the market.

To put the performance in perspective, the total return since launch stood at 28.3 percent at the end of February. This compares with a 23.4 percent fall in the Hambrecht & Quist Technology Index and a 13 percent rise in the Down Index Industrial Average over Jones Industrial Average over the same period. Citicare's total return to date, including a dividend, is close to 40 per

While investment strategy is the main reason for the per-formance tactics play a part too.





winners, while reducing the risks inherent in investing in small companies. Other funds offer a similar service to U.S. investors.

Citicare's strategy since inception has been to bet on companies likely to take advantage from demographic change, especially the phenomenon of an increasingly ageing popula-tion, or from the pressures caused by cost controls, in par-ticular the so-called Diagnostic Related Groups system of fixed reimbursement to hospitals for treating Medicare patients for 467 specific diseases. This was introduced in late 1983.

This strategy has led both to a strong emphasis on nurs-ing homes and to so-called Health Maintenance Organisa-tions (HMOs) which help employers reduce health insur-ance costs by taking the com-mitment off their hands for a fee and then making "block bookings" for hospital beds.

in order to save money. Mr Bradley stresses that Citicare is not against technology, "but you've got to buy at the right time." In fact two of Citicare's biggest mistakes have come on the technology side, proving that even the pro-fessionals can go wrong.

One company, Healthdyne, offered an alarm system aimed at preventing cot deaths, while the other, Electro-Biology, produced an electro-magnetic fracture healer. Shares in both companies are languishing way below peak levels as, for differ-ing reasons, market confidence evaporated as fast as it grew.

With so many companies to keep tabs on, Citicare believes mistakes are inevitable, but overall performance is more im-portant. Shares in Citicare now stand at about \$14, up \$4 from the initial price. The fund was unfortunate to begin with while the U.S. market was still com-ing off a high and, despite

One of the most important has been participation in a com-pany's initial public offering, allowing money to be made if the shares trade later at a premium, as has often happened. A second has been to invest in companies where takeover attempts are a reasonable possibility. Acquirers, particularly European companies, are often prepared to pay handsomely to capture a company with a

promising piche or product. Citicare intends to stick broadly with its present strategy, but other funds are ploughing different furrows.
Fidelity Select Health Care, for example, was among the stars of the U.S. equity mutual fund scene in the second quarter of 1985 after betting heavily on generic drug company shares.

With new products and services emerging all the time, the funds will have plenty of opportunities to spot new winners -and sustain a few mishaps-Citicare bet heavily on this ing off a high and, despite as the upheavals in the U.s sector, where share prices cautious investment at first, health care industry continue. as the upheavals in the U.S.

 $\mathcal{L}_{\mathcal{M}_{\mathcal{M}_{\mathbf{q}}}}$ 

#### Legal Notices

No. 004138 of 1985 IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION Re: HENRY ANSBACHER HOLDINGS AND THE COMPANIES ACT 1948

NOTICE IS HEREBY GIVEN that the Outer of the High Court of Justice (Chancery Division) dated the 15th day of July 1865 confirming (Inter slie) the reduction of the cepital of the above-named Compeny from 119.807.951.83 to 21,500.000 and the Minure approved by the Court showing with respect to the capital as attended the saveral Particulars required by the above-named Act were registered by the Registrar of Companies on the 25th day of July 1985.

Dated the 25th day of July 1985.

Solicitors to the Company.

AND LADY YOUNG FASHIONS LTD.

NOTICE IS HEREBY GIVEN Pursuant to action 588 of the Compenies Act, 885 that # MEETING of the CREDITORS of the above-named Compeny will be eld at the offices of Single & Co., huntered Accountants, 35, New Broad huntered Accountants, 35, New Broad

ESSEXGATE LIMITED

NOTICE IS HEREBY GIVEN Pursuams to Section 588 of the Companies. Act. 1985 that a MEETING of the CREDITORS of the shove-named Company will be held at the offices of Single & Co., Chartered Accountable, 35, New Broad Street, London ECEM 1NH, oo Friday 9th August 1985 at 2.30 p.m. for the gurboose mentioned in Sections 588 and 690 of the Seld Act. Detect of the 24th July 1985. By Order of the Board, R. ANGELL, Director.

In the matter of the companies act 1985 and chirk stores (south east) ltd. MOTICE IS HEREBY GIVEN Pursuant to Section 588 of the Composites Act. 1965 that a MEETING of the CREDITORS of the above-named Composity will be held at the offices of Single & Co., Chartered Accountants, 25, New Broad Street, London, E.C.2, on 9th August 1995 at 2.30 g.m. for the purposes the purposes in Sections 539 and 550 and 550

Art Galleries

Clubs

### **Company Notices**

#### NOTICE OF REDEMPTION MAFINA B.V. US\$40,000,000 8% BEARER COUPON **GUARANTEED BONDS DUE 1987**

NOTICE is HEREBY GIVEN, that pursuant to the Terms and Conditions of the Bonds US\$8,000,000 principal amount of said Bands have been drawn for redemption in the presence of a Notary Public on 22nd July 1985 by Hill Samuel & Company Limited.

The serial numbers of Notes drawn in lots of ten consecutively numbered are as follows: -

0021-0030	1091-1100	2871-2880	5524-5530	6681-6690
0051-0060	1121-1130	2921-2930	5541-5550	6691-6700
0071-0080	1181-1190	2981-2990	5601-5610	6741-6750
0091-0100	1191-1200	3031-3040	5621-5630	6751-6760
0111-0120	1231-1240	3101-3110	5661-6670	6791-6800
0141-0150	1271-1283	3141-3150	5701-5740	6821-6830
0171-0180	1321-1330	3211-3220	5741-5750	6831-6840
0221-0230	1371-1380	3251-3260	5781-5790	6851-6860
0241-0250	1431-1440	3311-3320	5821-5830	6871-6880
0271-0280	1481-1490	3381-3390	5841-5850	6911-6920
0301-0310	1541-1550	3431-344B	5901-5910	-6941-6950
0321-0330	1561-1570	3481-3490	5941-5950	6951-6960
0361-0370	1611-1620	3541-3550	5971-5980	6971-6980
0381-0390	1661-1670	3601-3610	6001-6010	7001-701D
10401-0410	1731-1749	3661-3670	6031-6040	7021-7030
0431-0440	4771-1780	3701-3710	6061-6070	7041-7050
0451-0460	1891-1900	3751-3760	6081-6093	7071-7080
0461-0470	1941-1950	3811-3820	6121-6130	7111-7120
0491-0500	1991-2000	3861-38 <i>7</i> 0	6131-6140	7171-7180
0521-0530	2041-2050	3921-3930	6181-6190	7191-7200
0551-0560	2101-2110	3981-3990	6271-6280	7241-7250
0561-0570	2151-2160	4041-4050	6311-6320	7281-7290
0591-0600	2181-2190	4111-4120	6331-6340	7361-7370
0601-0610	2221-2230	4171-4180	6371-6380	7411-7420
0621-0630	2331-2340	4241-4250	6421-6430	7431-7440
0641-0660	2421-2430	4281-4290	6471-6480	7461-7470
0661-0670	2441-2450	4361-437D	6491-650 <b>0</b>	7484-7490
0701-0710	2501-2510	4411-4420	<b>6551-6560</b>	7514-7520
0731-0740	2571-2580	4521-4530	6591-6600	755 <i>1-756</i> 0
0741-0750	2611-2623	4741-4750	6621-6630	7701-7710
0781-0790 0981-0990	2721-2730	4841-4850	6651-6660	7741-7750
UY07-UYYU	2791-2800	4931-4940	6674-6680	7934.7940

The Bonds redeemed will be poid at the principal amount thereof, together with accrued interest to 1st September 1985. On and after 1st September 1985 interest shall cease to accrue on the Bonds drawn for redemption.

1st August 1985.

#### NOTICE OF REDEMPTION ARDAL og SUNNDAL VERK a.s. US\$1,500,000 81/2% NOTES DUE 1992

NOTICE IS HEREBY GIVEN, that pursuant to the Terms and Conditions of the Notes US\$1.500,000 principal amount of said Notes have been drawn for redemption in the presence of a Notary Public on 22nd July 1985 by Hill Samuel & Company Umited. The serial numbers of Notes drawn in lots of ten consecutively numbered are as

0001-0010 0421-0430 0491-0500 0591-0600 0711-0720 0051-0060 1091-1100 1571-1580 1661-1670 2391-2400 0101-0110 1171-1180 1261-1270 1311-1320 0141-0150 1821-1830, 2701-2710 2781-2790 0784-0790 0221-0230 1991-2000 1351-1360 2061-2070

The Notes redeemed will be paid at the principal amount thereof, together with accrued interest to 15th September 1985. On and after 15th September 1985 interest shall cease to accrue on the Notes drawn for redemption.

1st August 1985.

#### THE ARTS

#### Munich Festival/David Murray

# Haunting score for Ionesco's king

One of the great things about the Bavarian State Opera—and one which even at Festival time is never submerged beneath the ways of great state of the control of the great state of the control of the great state of the control of the great things about the state of the control of the great things about the Bavarian State Opera—and faithful and gently haunting.

London theatregoers may submerged beneath the ways of great state of the control of the control of the control of the great things about the Bavarian State Opera—and faithful and gently haunting.

London theatregoers may submerged beneath the ways of great state of the control of the cont one which even at Festival time is never submerged beneath the waves of guest stars—is that it remains a company, an operatic family whose members can be heard over decades as they grow from Third Maidens to Leonoras and decline gracefully into grandparent and duennas. Nothheard over decades as they grow from Third Maidens to Leonoras and decline gracefully into grandparent and duennas. Notiing is so loysky-inducing, and it means that Munich can muster a means that Munich can muster a row of seasoned Mastersingers, or a clutch of crusty Cardinals for Pfitzner's Polestrina, who have the collective patina and the natural idiosyncrasies of a permanent troupe. Where else can you count upon the likes of Astrid Varnay turning up as the Wardrobe Mistress in Lulu, or Fritz Uhl as the Bodyguard in Heinrich Sutermeister's new Le Roi Bérenger? Roi Bérenger?

Roi Bérenger?

Sutermeister is beyound doubt the doyen of Swiss composers (he turns 75 this month). His musical language is very much that of Frank Martin, if you want to place him, but he has always been more specifically a German Swiss, not French nor one of those urbane straddlers of the two major languages. His Swiss, not French nor one of those urbane straddlers of the two major languages. His "Bérenger" as his Everyman. "Bérenger" as his Everyman. In this one, all that Bérenger has to do is to die (his kingset in his own German translation. Though short (70 minutes without an interval), its composition has been a long labour of love: for a venerable composer, the choice of piece is most gracefully convenable—sorry, getignet—and Sutermeister has justified it with a composer to the choice of the choice of piece is most gracefully convenable—sorry, getignet—and Sutermeister has justified it with a composer to the choice of the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of piece is a detached Doctor and a fagmeister has justified it with a composer to the choice of piece is a composer to the choice of the choice of piece is a composer to the choice of piece is a composer

drama festivals. Like Piétons dans l'air and Tueur sons gages,

'Sutermeister is the doyen of Swiss composers'

Le Roi se meurt postdates the time when Britain took much notice of Ionesco. His Continental reputation has not flagged, and Le Roi se meurt—the title implies dying as a formal deliberate att. is a formal, deliberate act—is a vintage product of the later, straighter lonesco, without the disguises of jokey inconsequence and verbal logic-chopping.

tral comment. (Besides strings, there are only two electric guitars, a harp and percussion.)

A mystical mini-chorus in the A mystical mini-chorus in the pit suggests something more ofimistically visionary, I think, than the plain dissolution Ionesco proposes; but otherwise Sutermeister's surface-simple means strictly serve the text. A sequence of shimmering thirds offstage opens and closes it; in between there are tiny character-pieces, and insouciant bursts of "Les Six" music-hall to match Ionesco's surrealist flights.

of "Les Six" music-hall to match Ionesco's surrealist flights.

Wolfgang Sawallisch conducted with impeccable sympathy and timing. Besides Uhl's touching cartoon of the old Bodyguard, a vivid Juliette from Julie Kaufman (the nervy Zdenka of the Munich Arabella) and Claes Ahnjö's icily grinning Doctor, we had a gangly King Berenger—a lamb to the slaughter—from Heinz-Jürgen Demitz, and a pair of Queens (respectively starry-eyed and no-nonsense tough) by Edith Mathis and Ute Trekel - Burckhardt, who answered eloquently to their plain-cut music. At the very plain-cut music. At the very least Sutermeister's concise little opera should have a long run as an end-of-term student exercise; six good roles, modest orchestra, generous scope for a producer's imagination and a

distilled musical diction fraught

with existential hints.

Miss Mathis reappeared as an elfin, silvery Susanna in Nozze di Figoro against Hermann Prey's crossly suspicious Figaro (vexed into raw Sprech-stimme for "Aprite un' po."). Amid a veteran cast — Teresa Zlylis-Gara as Countess, Gudrun Wewezov as a quavery Marcel-lina, Friedrich Lenz (a remem-bered Pedrillo and David) as

> Plenty of room for Mozartian imagination'

out: Delores Ziegler's handsome, fresh (if not credibly boyish) Cherubino, and the Count of Ruggero Raimondi. Most modern Figaros err by making the Count a sit-com wimp; I have never seen a Count as dangerous, sulphurous and black as Raimondi's, a daunting adverters in all the domestic. a lethal edge, and he sang magnificently.

Sawallisch's work-including,

regrets as Miss Zylis-Gara's singing; but his illuminating touches were ubiquitous, and one would still have to insist upon the brisk comic pace that he maintained without a stumble. (And yet the Adagio reconciliation of Count and Countess was heart-stopping.) We need Sawallisch, as often as he can be tempted away from Munich; London's shabby record too little and much too late-shouldn't be recapitulated.

The whole Inszenierung of the Munich Figaro is credited to the late Gunther Rennert, and the sets are by Rudolf Heinrich: a model conception, in stripped-down baroque, of a space to accommodate the Rearmarchais da Ponte action. With such a cast to inhabit it, one could want scarcely anything more.

Unlike Bayreuth's the Munich programme-books are monolin-gual, but they include good, chewy pieces. For Barenboim's black as Raimondi's, a daunting all-Liszt recital—the Festival adversary in all the domestic runs to some solo performing, intrigues. The action took on though usually of Lieder—the combative text exceeded itself: it was a stirring defence of "late" Liszt, for a programme maybe, improvisation—was a joy throughout. Every number cant of that ilk. Barenboim's was scaled to its singer (hugely dramatic for Raimondi, fragile conventional, and badly played; dramatic for Raimond, tragile
for Mathis), but there was room
for Mozartean imagination
everywhere. A catalogue of
Sawallisch's inspired twists
would begin with his accompaniment to "Porgi amor," as
dense with yearning and conventional, and badly played;
from early in the "Daulte" Samuel on the penultimate page was going to be a
mess, and it was. For a festival
ought to practice like anybody
else.



Charles Kay (left) and Donald Sinden in "The Scarlet Pimpernel" which opened last night at the Chichester Theatre

#### Alè/Sadler's Wells

#### Michael Coveney

Judging by accounts, includ-ing that in these columns by wear, the fig-leaf, the United Charlotte Keatley, of the Nations and the corrupted Press. Spanish spectacular in Battersea ing that in these columns by Charlotte Keatley, of the Spanish spectacular in Battersea
Park on Sunday night, absenteeism amounted to nothing less
than severe cultural deprivation.
The Catalan company of Els
Comediants is in residence,
courtesy of the inestimable
LIFT, until Angust 4 at Sadler's
Wells, and its peculiar mixture of Fluck and Law masquerade, processional satire and
sheer high spirits (or floating
ghosts) is an adequate complement to that occasion, although
a reasonable well-behaved Rose-

Marvellous lighting and use of projected shadows lead us to a Fellini-esque matrimonial tableau, white dresses and confetti, and a chorus of Cabbage Patch dolls inventing their own white-hearded a reasonable well-behaved Rosebery Avenue crowd may not their compare with the Battersea mob.

An eruption of comic devils God is

God is a three-letter word in precedes the vision of Hell, Catalonian, it seems, and the where nude embodiments of the satanic spirit — Alè means merry with popular and "Breath" — trip the light fan-religious expectation while tastic in an invariant medicant. put-down of Oh Calcutta!; the theatrical imperatives of pagan how considerate and inventive creation leads to sexual disfestival and carnival. In a of LIFT to bring them to us covery, the invention and exhi- final, glorious gesture of Olé, Alè.

audience invasion, the cast descends on the stalls and plush to the undisciplined hoe-down in the foyer. Nobody argued with these instructions, I can promise you, although I felt the Daily Express and the Guardian caved in a little wanly

and precipitously.

This heady brew of real Alè is best consumed as a confection of well-prepared and vaguely connected images. The support to these glorious images of life, birth and death, and the deployment of half-masks, bustling costumes and belittling universal representa-tion of the planets transports us from the present day, through medieval and com-media convention, to the very root and impulse of popular theatre. The actors are without theatre. The actors are,

#### Ring Round the Moon/Regent's Park

B. A. Young



Sarah Finch and Patrick Ryecart in an evening of frivolous pleasure

Patrick Ryecart plays the acters and in David Conville's The twins part, Madam Desidentical twins around whom production, how flamboyant mermortes is a selfish old Anouilh's amusing misunders they are. Rich, spoilt Diana has aristocrat in a wneedlar, to spoil amusing misunders they are. Rich, spoilt Diana has aristocrat in a wneedlar, to whom Margaretta Scott gives all gant and confident, the other shy and recessive; Mr Ryecart when she flirts with the idea little over. Her niece, Lady shy and recessive; Mr Ryecart when she flirts with the idea little over. Her niece, Lady in the property is a strength of the property in the property in the property in the property of the property in the property in the property is a strength of the property in the property in the property is a strength of the property in the property in the property is a strength of the property in the property in the property is a strength of the property in the property in the property is a strength of the property in the property in the property is a strength of the property in the property in the property is a strength of the property in the propert differentiates them only in of poverty. Honest, decent, India alleged to be English, is bearing and speech. You can't Isobelle's chief task is to look a designer's masterpiece to look expect subtlety when the difference must be projected across the vast spaces of the Open Air

complexities of the twins' relationships with two twins' relationships with two women, Diana Messerschmann, a multi-millionaire's daughter, and Isobelle. a young dancer hired for the evening, need not be expounded. This would be, in the classic phrase, to decant champagne. The misunder-champagne. The misunder-champagne. The misunder-champagne. She is not caused on to dance much but able and Diana have a marvellous wrestling match. The others, even the butler acting all tends to be as gaily fantatics of one kind or another, introduced for inci-champagne. The misunder-champagne music occasionally dancing. be expounded. This would be, in the classic phrase, to decant champagne. The misunderstandings may easily be imagined, and Anouih exploits them ingeniously with

although no one knows who she auditorium at the top of the is. Sarah Finch looks as ravishing as her dress, the top of Tim Goodchild's smashing collection. She is not called on to dance

champagne. The misunderstandings may easily be
imagined, and Anouilh exploits them ingeniously without using any of the dramatic
tricks of Goldoni.

Mostly, Anouilh uses them as
a framework on which to hang
his gallery of flamboyant char-

production, how flamboyant mermortes, is a selfish old they are. Rich, spoilt Diana has aristocrat in a wheelchair, to ravishing in a gorgeous dress, at and smartly untrustworthy in to be the belle of the ball Ruth Madoc's portrayal. although no one knows who she Isabelle's mother (Helen Lindsay) is a snobbish shopkeeper who tries to impress the quality by arraying herself in ostrich

## Not the RSC/Almeida

#### **Martin Hoyle**

Until August 11 the Almeida tones of a Pinter revue sketch in Islington is given over to members of the Royal Shakespeare Company in unaccusomed hats.

Certainly there was an element of end-of-term ragging in Tell Me Honestly, Kenneth Branagh's "mad bad musical comedy of manners" whose late-night performance ended the first full day of junketing at the Almeida on Tuesday. Two accresses try to communicate with a soft-spoken director whose isolation from the bulk of his large theatrical organisa-tion provoked much knowing sense that ranges from strained laughter from various members of the audience. In-jokes on humanity. The play receives abounded: a Bartican-based an accomplished performance company appreciated the nice-ties of the marveling actress commenting on "a lovely room —hey, a window!" Amanda Root, tapping, singing and falling off a plano; and Nicholas performance on Saturday. Woodeson as the smoothly un- "Etonne-moi, Jean," Diaghiley pin-downable director may well carry the joke successfully to a wider audience when the piece transfers to the Donmar Warehouse in late August. The evening's main fare was

provided by a double-bill of old and new. Barnes' People comprised three short pieces originally performed on radio and therefore suitable for the minimal production Brigid Larmour deployed effectively against the building's bare brick back wall. The projection of an icon-like Madonna proclaims the Russian theme of the first, the Russian theme of the first, It's Cold, Wanderer, It's Cold. This condemned cell dialogue between the Grand Duchess Sergei and her husoand's assassin deals with paradox, notably of his Christian faith, unwavering in the face of her revelation that a police spy has been to be prophy been at the heart of his revolu-tionary organisation for years.

In Yesterday's News, Jennifer Piercey, as a 113-year-old OBE, reminisces about her life in prostitution and white slavery in the down-to-not-quite-earth prettiness,

With the third playlet from the author of The Ruling Class, The Enchanted and Red Noses a consistent theme emerges clearly: an almost Russian reverence for the holy fool, the blessed simpleton; and survival at the most basic level somehow revealing the fullness of life. Mr Barnes's blackly poetic gifts could—should—be turned to Juliana of Norwich, the mystic who drank pus: from plague sores. In Lament jor Armenians and Gray Viruses two old derelicts (again, more whimsy to perceptive comment

And so to the sell-out, already scheduled for an extra commanded the young Cocteau; and rather disagreeable fantasies have hitherto filled the narrative gap left by history as to how this order was car-ried out. Robin Hooper provides not much more of an answer in Astonish Me.

from Edward Jewesbury and an absolutely beautiful one from

Jimmy Gardner.

Moving from spider king to social butterfly (or, in this case, queen bee). Mr Sher seems a natural for Cocteau. He shares the writer's high forehead, prob-ing features and startled hairline. All too fatally, however, and perhaps malgre lui, his poetaster and poseur emerges more as a sounding-board for others than a noticeable talent in his own right. Mr Sher is good at the unexaggeratedly précieux, but the part gives him little to get his teeth into. Pete Postlethwaite directs and gives us a Diaghilev chalky-white with monocle painted on; as Stravin sky Henry Goodman asks for the toilet several times. Philip Dupuy embodies Cocteau's loves

#### Riga Opera Ballet/Rome

#### Freda Pitt

mations masquerading as Swan Lake in Italy, at last a tour by the Riga Opera Ballet made it nossible to savour once more the power of a carefully thought out traditional produc-

In Rome, the transfer of the "Labirinto" Theatre Research Centre's brief international summer season from the open air to the blissfully air-condi-tioned Teatro Argentina provided serious dance-lovers with a bonus issue. On the other hand, as it was a last-minute change, the Riga company was obliged to make hurried modifications in its production to fit it into the limited dimensions of the stage for the single per-formance on July 19. Even though they miraculously managed to accommodate 24 swans, in Acts 1 and 3 Prince Siegfried (Viesturs Yansons) was having to take unfortu-nately mincing steps in order not to find himself amid the

July 26-August 1

After years of crude approxiactions masquerading as Suon choreographer and has thereat the end, their deaths enabde Riga Opera Ballet made it
lossible to savour once more

Aleksandr Lemberg, is a having Odette and Siegfried die
choreographer and has thereat the end, their deaths enabfore adapted Petipa and ling Odette's companions to relossible to savour once more
excessive reforming zeal. The On this showing, the Riga

excessive reforming zeal. The only serious blemish is his tendency to break up sequences with interpolations that are meant to heighten the interest but sometimes simply cause irritation, as in the interrupted pas de trois. Also, Rothbart's flamboyant cloak and coal-like eyes give him a somewhat laughable air.

On this showing, the Riga company must be considered superior to those of Perm and Novosibirsk and thus near the summit of the Soviet hierarchy. Even the costumes are nearly all tasteful in colour and design, the designer being unnamed on the Rome Programme.

To see such immaculate feet and shoes, such magnificent

aughable air.

and shoes, such magnificent
on the other hand, it was a schooling, such total involve-On the other hand, it was a relief to see a tutor (shorthaired with glasses) who was dignified and not addicted to drink. Siegfried (tall, blond and handsome) was seen against a background that was altogether more normal than usual, his mother looking genuinely affectionate and staying with her ladies to long to see again. I would dearly like to see the production again in a theatre with a stage large wans, in Acts 1 and 3 Prince legisled (Viesturs Yansons) watch the pas de trois.

It is understandable that a theatre with a stage large enough to hold all the scenery to find himself amid the low less predictable lines than one from closer to Moscow.

The director of the company, Lemberg is "unorthodox" in long to see again. I would dearly like to see the production again in a theatre with a stage large enough to hold all the scenery (only part of which could be low less predictable lines than one from closer to Moscow.

# Arts Guide

Music/Monday. Opera and Bellet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday, A selective guide to all the Arts appears each Friday.

### **Exhibitions**

ain's greatest living painter ac-corded the rare distinction at the age of 76 of a second full retrosper age of 76 of a second full retrospec-tive exhibition at the Tata, 20 years after his reputation as an artist of world standing was first put beyond all doubt. Now we see him no longer as a unique and extraordinary figu-rative, surrealist expressionist, but as an artist who has come at last in-to his own, as younger painters have come round again to the hu-man figure as the central, creative preoccupation. As the subject mat-ter is now more acceptable, so his peculiar and tormented re-invention and reconstitution of the figure no longer shocks. Ends Aug 18.

nions fe

y --

. . . . . . . . . . . .

----

#### PARIS

Renoir: An important exhibition of the Resolr: An important expicition to the most sensuous of the impressionist painters, who never tired of glarifying the nude teminine body capturing the light, comes to Paris from the Hayward Gallery, London. It consists of some 125 paintings and 50 Drawings, including Le Bal du Moulin de la Galette and La Danse à Moulin de la Galette and La Danse à Recorder Grand Palais, Closed Tue. Bougival, Grand Palais, Closed Tue.

Ends Sept 2 (261 5410)

Robert and Sonia Delaunay: for the 100th anniversary of their births, his in Paris and hers in the Ukraina, as in Paris and ners in the Ukraina, a retrinspective of some 300 objects, paintings, drawings and decorative projects brings to life their joint pictural adventure. Whether exploring torus and calligraphs. Ends Angust 18.

abstract painting or disarticulating Stife! Tower images, their colours are vibrant, their joie de viore ex-plosive. Musée d'Art Moderne, 11 LONDON

LONDON praise of perfume assembles 550 objects, mostly phials, bottles and per-tume fountains from the 16th to the 19th century. Some were made of Viennese porcelain, others of Bo-hemian cut glass or from gold and ansmel in England. There are silver pomanders with petals opening up and Chelsea china statestes. They and show exquisite workmanship and some of perfume's power to be-goile. Le Louvre des Antiquaires, 2 Place Palais Royal, Ends Sept 15.

#### WEST GERMANY

Munich, Staatsgalerie moderner Kunst, Prinzregentenstr. 1: German Art since 1960, 200 paintings, prints and drawings by 13 artists from the private collection of the German Prince Franz of Bevaria. Among them: Beuys, Richter and Kiefer.

Berlin, Grophus Ban, Stresemannstr.
110 Berlin 61: Treasures of the Forhidden Cities. Timed to coincide
with this year's Berlin Horizon 85,
the Peking Palace museum is coming to Engage for the Section. with this year's permit horizon 83, the Peking Palace museum is coming to Europe for the first time, with roughly 129 works covering 3,500 years of Chinese history. The exhibition in Berlin Includes gold, and independent proposals and presimings. iade, paintings, porcelain, musical instruments and calligraphs. Ends

For its last stop in Germany, the exhibition will carry 177 pieces, an ex-tra 98. Some 30 objects are on loan from the Egyptian Museum in East Berlin, It is the biggest assembly of Pharoan Art, Ends Nov. 85.

Berlin, Nationalgalerie, Potsdamer Straße 50: New acquisitions 75-85, offer 500 works from between 1820 to 1985. Some 300 important artists participate. Ends Aug 25.

## BRUSSFI S

ent including Zeffirell's Rigoletto, Bosquet's Traviata and Opera costumes from 1959 to the pres-Bosquet's Traviata and Kari Ernst Herreman's Clemency of Titus, Musée de Costumes et Dentelle, Until

#### ITALY

Morenee: Museo Archeologico (Piazza SS. Annunciata) - The Etruscan Civilization: This is the first of a long series of exhibitions to mark The Year of the Etruscans, and shows the results of the most recent research into the Etruscan world. A useful history of this civilization's hirth, development and decline. Ends Oct 20.

Ends Oct 20.

Rome, Palazzo Venezia: Five Cemiuries of Music Publishing in Europe organized to mark European music year, and the fourth centenary of the founding of the Actionny of Saint Cecilia, whose library has provided the bulk of the fascinating material. The time span and the number of manuscripts (and paintings) is enormous (roughly one room per century), but a useful shortened route has been provided

through a series of attractive arched pavillions, containing the cream of the music publications of each peri-od. Ends July 31. Florence: Palazzo Pitti (Sala Bianta):

Modern masters from the Thyssen-Bornemisza collection: The pleasure to be had from this remarkable exhibition is that it reflects the taste and prejudices of one individual: one of the few left who can afford Corot, Manet, Gauguin, Picasso and who is generous enough to send them to be exhibited in France, England, the U.S., Australia, Japan, and now Italy. This same collection, with a few exceptions, was seen at the Boyal Academy in London last au-turn. Ends Sept 29.

#### SPAIN

Sentander, Santillana del Mar. The splendour of pre-Colombian culture. Gold exhibits from the Quimbaya Treasure. Fundacion Santillana. Turre de don Borja. Ends Aug 30. mander, Paintings and sculp modern Spanish artists, Antonio Lopez, Andreu Alfaro, Antonio Saura, Eduardo Chilida, Fundacion Mar-

#### SWITZERLAND

Marriany: Fundation Pietre Gianadda: 250 Klee paintings in the striking modern gallery built over the Roman ruins of the city of Octoburus. Ends Nov 3. (025/23978).

Vienna 1878-1930: Drogm and Reality:

fin-de-siècle – Klimt, Otto Wagner, Schiele, Kokoshka, Aldolf Loos, Josef Hoffman - in a dazzling dis of Jugendstil creative genius. The attempt to integrate the artistic achievements of this era with philemprenents to the cream and processing the second of the companies of the control ruins of Baroque splendour) is ambi-tious and only partly successful. The tions and only party successful. The complex tension between authoratic and censored reality on the one hand and the illusions or fantasies of individual artists on the other is hinted at but not fully explored. A high point of the show is a reconstruction of Hoffman's room at the secession exhibition of 1902. Here, secession exhibition of 1902. Here, triumphantly restored, is Klimt's fifty-foot Beethoven frieze depicting humanity's progress through suffering to joy on the theme of the Ninth Symphony. Displayed exactly as intended, this alone is worth a special visit. Kunstlerhaus. Ends October 6.

#### **NEW YORK**

Setropolitan Museum: 30 objects from the period between the 1851 Crystal Palace Exhibition to the 1950 World Fair in Paris demonstrate the show's theme of Revivals and Explorations in European dec

#### WASHINGTON

National Gallery, Ancient Art of the American Woodland Indians in-choics 151 pieces covering 5,000 years of sculpture, ceramics, copper and shell objects of the native Americans who lived in what is now

the eastern half of the U.S. Ends Ang 4. National Gallery (West Bldg): 36 old master paintings from the Dulwich Pichne Gellery are exhibited under the title Collection for a King, including works by Rembrandt, Van Dyck, Canaletto and Gainsborough.

Art Institute: Though Edouard Mane made etchings primarily to repro-duce and publicize his paintings, he developed a unique style as shown in the 27 etchings in this special ex-hibit of more than a third of his total output of 75 etchings, Ends Sept 2.

ghesi. But this is not a tricky, self-important installation. Arrayed in traditional glassicases along the walls, the documents are allowed to speak eloquently—for themselves.

In the centre of the roles, played by music in every-ings plus imperial banquet rounsetting, all magnificently displayed in Tokyo's best department store at museum. Seibu Department store at museum. Seibu Department store, likebukuro Branch. Ends Aug 28, closed Thursdays.

Masterpleces from Identities Art Gallery From one of Tokyo's finest pri-

ing collection of Oriental caramics, overlooking Tokyo's tranqui central (most and green around imperial Palace) plus Japanese tea-room. Ends Sept 1, closed Mondays.

#### Printed Music/Rome

#### William Weaver

#### On May 1 1585, the newly berg's invention of movable crowned Pope Sixus V granted type). And the oldest book in official recognition to the Conthe show is a Roman Missal

responsible for the capital's presumably in 1501 in Venice.
Conservatory. To celebrate its by Ottaviano Petrucci da Fosfourth centenary—and also with the European Year of Music— real publisher of music. the European Year of Music-the Accademia has organised a comprehensive and illuminating comprehensive and illuminating comprehensive and illuminating objects, often with elaborate or handsome exhibition entitled "Five Cen-turies of Printed Music in Europe."

Housed in a series of grand rooms in Palazzo Venezia, the exhibition was designed by the brilliant architect Paolo Portoghesi. But this is not a tricky, self - important installation.

—the necessary minimum—that explain, in clear terms, the crafts and paintings. Identits Art characteristics and development Museum, 9th floor of Kokusai Bld. of the craft of printing music Hiblya. With magnificient views during the period illustrated in

It is a complex and curious

#### fraternity of Musicians of Rome, printed in 1476 in Rome by from which today's Academy of Ulrich Han; but this is, basic-Saint Cecilia directly descends, ally, a book with some music. The Accademia is now a com- The earliest example of musiplex organisation that governs cal printing-also exhibited in Rome's most important sym-phony orchestra and is also nice Musices, Odhecaton, printed

portraits, a succession of hooks could easily become boring except for the decpest-dyed bibliophile. Wisely, the bibliophile. Wisely, the curators of the show have, in the central room, assembled a

lery from one of Tokyo's finest private museums belonging to Sezo
Idemitsu, the best from an outstand—the necessary minimum—that pirates. The final room is pirates. The final room is devoted to popular music, in characteristics and development both senses: music of the of the craft of printing music people, as collected by during the period illustrated in ethnological musicologists, and pop music (there are touching It is a complex and curious items of sheet-music with story, which begins in 1475 portraits of Edith Plaf and the (only 26 years after Guten-young Beatles).

28

D-Mark

Sterling V34510A

#### FINANCIALTIMES

Telegrams: Finantimo, London PS4, Telex: 8954871 Telephone: 01-248 8000

Thursday August 1 1985

# How Japan can liability management over the past decade—have enthus slastically embraced the concept of options on currencies and interest rate instruments as an effective method of managing risks import more

the the trade surplus is set to continue rising, to \$56bn in 1986, according to OECD fore-casts—and perhaps above \$65bn

steady reduction of import bar-riers. The main cause has been the surge in exports to the U.S. market. This in turn has been attributable largely to the over-valuation of the dollar against

Even if Mr Nakasone fulfils his promise of "achieving for the Japanese market an openness exceeding that of the international level," Japan will continue to be used as a scape-goat by politicians and indus-trialists in the West. At best Mr Nakasone's import pro-motion campaign will win him time, by removing some of the pretexts for protectionism in the guise of retaliation. At worst, the delays and am-biguities in some of his liberalisation measures could expose Japan to even more suspicions

and complaints. Why are agricultural goods largely excluded from the import - promotion programme; why are the cuts in plywood tariffs to be delayed to 1987 and why is there no programme for freeing the interest rates on small bank deposits? The danger is that questions like these will continue to add fuel to the fires of protectionism. In answering them Mr Nakasone will have to reinforce the central message of his importpromotion campaign with something even tougher and

something even tougher and dications that it may—the outmore disquieting.

It is not just that the to wait for the long-term beneJapanese people must overcome fits of trade liberalisation, detraditional prejudices in favour regulation and other supply-of domestically-produced goods. side measures: new fiscal and They must also accept that more free trade will create large— as

result of the import liberalisation programme unveiled this week by the Japanese Prime Minister, Mr Yasuhiro Nakasone. Even if they are implemented in full and without hesitation, Mr Nakasone's measures will cause little more than a pinprick in Japan's \$50bn trade surplus. With import promotion or without it, the the trade surplus is set to has been attributable largely to its impressive and admirable ability to adapt to changes in its comparative advantage against the rest of the world.

Adjustments Japan's import barriers are not the most important cause of the enormous imbalances which the most important cause of the enormous imbalances which the most important cause of the enormous imbalances which the most important cause of the enormous imbalances which the most important cause of the enormous imbalances which the matter is that in the immediate future, however, Mr Nakasone himself, and Japanese civil same that the immediate future, however, in the immediate future, how the immed enormous imbalances which are the ones who will have to beginning to undermine the accept uncomfortable psychoworld's commitment to free logical adjustments. Economizade. Japan's trade surplus has metric studies are virtually trebled since 1982 despite a unanimous in concluding that the yen-dollar exchange rate is the root cause of Japan's excessive trade surpluses. To a large extent this currency misalignment can be blamed on the mix of fiscal and monetary policies in the U.S. but Japan must accept that it too has played a part. By pursuing fiscal re-trenchment regardless of its for domestic consequences

more Japanese savings at home. Mr Nakasone has talked a great

deal about deregulating the pro-perty market and reforming Japan's domestic utilities to en-able the private sector to under-

take infrastructure investments

in place of the fiscally-con-strained public sector, but so far

the impact on Japan's domestic demand has been minimal.

Mr Nakasone plans to move faster on all these fronts as part of his import-promotion plan and this is certainly wel-

come. But if Japan's domestic growth falters in the months

ahead-and there are strong in-

monetary policies will be needed as well.

consequences for domestic demand and the exchange rate, Mr Nakasone has simultane-ously weakened the yen and dampened Japan's demand for imports. His Finance Ministry has freed Japanese institutions to invest their capital abroad, but has failed to deregulate domesphysics. tic interest rates which might have encouraged them to keep

> Pricing an option is the art which

serious attention after the Second World War in the com-modity and equity markets, cul-minating in the establishment

Exchange began trading currency options. These enabled banks, which wanted to offer options to their corporate customers, to offset the resulting risks they would be taking on.

Currency options are now also traded in Chicago, Montreal, Amsterdam and Sydney as well as in London where the London International Financial Futures International Financial Futures
Exchange (Liffe) is winning the
early rounds of a battle with
the Stock Exchange to be the
motor cars, not currency
the Stock Exchange to be the
speculators."
That is the crux of the probcraze is spreading rapidly to lem banks face when broaching

Defenders

take the lead

EW TECHNIQUES to pro-tect company profits from the volatile swings of exchange and interest rates are rapidly transforming the life of the corporate trea-

400 thousand contracts (volume)

Swiss Franc

porate treasurers in the hands of a few banks which offer "over-

the-counter" (OTC) options individually tailored to the cor-

hedging on the forward foreign exchange market is the far greater flexibility that they offer, combined with the ability

to make windfall profits without losing the fundamental protec-tion sought in any hedging

ward, effectively fixing in advance the sterling rate at which its U.S. revenue would

still protecting itself from the

Yet the company, asked whether

it would consider them, says:

U.S.

operation.

100t

The dramatic

growth of Options

TOTAL.

Philadelphia Stock Exchange

A dynamic core of treasurers—themselves a relatively new breed in Britain reflecting a

Options have dramatically increased companies' flexibility in dealing with market turbu-lence. "You can no longer sit back and say there's nothing I can do about it," says Mr Mar-tin Bralsford, treasurer of Cad-bury Schweppes. "There is almost always something you can do about it."

An option provides the buyer with the right, but not the obligation, to buy (if it is a "call" option) or sell (if it is a "put") a given amount of a currency at a specified rate on or before a fixed expiry date. The seller or "writer" of the option receives a premium and is obliged to sell or buy the currency if the option is exercised.

It is not just the corporate treasurer's role that is being revolutionised. Options have meant fundamental changes for the foreign exchange and debt markets, in the products offered by banks, and for the exchanges upon whose trading floors the volume of options business is currently exploding

It has also increased demand for a new range of skills. In the foreign exchange dealing rooms of a handful of top inter-national banks, including most of the UK clearers, the young, aggressive dealer who entered the rough-and-tumble market often without a university education, will nowadays find him-self sitting beside someone with a doctorate in mathematics, econometrics or even

Options have been traded in one form or another since the 17th century though in England they were ineffectively banned in 1733. They started to attract

underlies the market

minating in the establishment of the Chicago Board Options Exchange in 1973 to trade options on U.S. stocks.

The breakthrough towards much wider use came in 1982, when the Philadelphia Stock Exchange began trading currency options. These enabled banks, which wanted to offer options to their corporate customers, to offset the resulting to the converted. So far this year, the dollar's fall is making Jaguar's decision look wise. Last year's profits, on the other hand, disappointed analysts because straightforward hedging had allowed the company to miss out on the potential benefits from the dollar's strength in the final months of the year. Use of options would have enabled Jaguar to cash in on the dollar's continued rise while

Despite the proliferation of panies, and treasurers face exchange-listed options, the when confronting suspicious market remains for most cor-

people who developed options an insurance policy. He will made a terrible marketing mishave to justify paying, say, 6 take," says Mr David Westby, per cent of the total amount of group treasurer of Metal Box. porate customer's specific need to hedge currency exposures. The advantage of options over the traditional method of "They should have called it foreign exchange insurance. Option is an unfortunate name

> and are seen as unsuitable for corporate use. Add to that the strategies and pricing mechanisms cannot be examined

operation.

Jaguar is a case in point.

After being spun off from BL, into the private sector last autumn, the company foresaw the strong possibility that its profits would be damaged if the dollar fell — more than half its sales are in the U.S. The company adopted the "prudent and conservative" policy of selling its dollar receivables forward, effectively fixing in without a good computer—and you have what might seem the ultimately dangerous market. Once this mental barrier is overcome, the treasurer needs to be sure that he is paying a fair price for what is effectively

may never be exercised. Pricing an option is the art

for something that reduces risk."

Further discouragement lies in the fact that several of the recruitment into bank dealing in the fact that several of the rooms of people with high-exchanges now offering options powered qualification. Mostly have made their name primarily based on the Black-Scholes as marketplaces for futures, formula originally developed which have a speculative image for U.S. stock options, pricing and are seen as unsuitable for programmes essentially take into account the volatility of extraordinary complexities the underlying market, the time which can attach to options— before expiry, and the relation-the principle is simple, but ship of an opion's "striking strategies and pricing price" to the current market

example, the dollar/pound exchange rate—has been exceptionally volatile of late, then

The difficulties of establish-

to reflect the heightened risk being taken on by the option

#### **HOW OPTIONS WORK**

A new option for the

corporate treasurer

By Alexander Nicoll

THE TREASURER of a UK THE TREASURER OF A UNengineering group is concerned about a tender the
company has put in for a U.S.
contract. The dollar's potential decline during the tender
period exposes the company
to the risk that the contract, if won, might prove unprofit-

He buys a sterling call option exerciseable at, say, \$1.45, costing 2 cents in the won, the worst-case exchange rate at which incoming dollars will be converted into pounds is \$1.45. If the dollar appreciates, making the contract potentially more profitable, the UK company will still benefit by converting the dollars at a higher rate and allowing the option to expire

If the contract is not won, the maximum the company will lose is the 2 cent "insur-ance" premium. It may even make a profit by selling the option, particularly if it still has a significant time to run before expiry and if exchange to make it more valuable.

Complex strategies with bewildering names such as strangle, straddle and butterfly - involving combinations of options—can be employed. But for most corporate treasurers, simple trans-actions will suffice,

writer. But the extent and duration of such increases are hotly debated issues which go

beyond the normal market forces of supply and demand. In assessing the truth or otherwise of the frequent complaint that option premiums are expensive, corporate rers have had to cope with wide divergences between prices quoted by different banks and with abnormal volatility in

ing an options market have been underlined by substantial losses believed to have been suffered by several major U.S. banks which either mis-priced options or failed to cover the sposure created by writing

This year, the exceptional volatility of currency markets volatility of currency markets has pushed up premiums substantially but it has also persuaded may corporate treasurers that options, despite requiring substantial outlay, may be worthwhile. A practice by banks of allowing the customer to pay the appropriate customer to pay the premium at expiry—simply deducting it from the final transaction or off-setting the price of sale back to the bank seen as easing the price burden as well as the tricky accounting problems posed by

One UK treasurer who has become a devote says: "High cost is a poor argument against options. You only have to look at the volatility of currencies in both directions, and it becomes apparent in our experience that

hedging." Options, however, are not for use the forward foreign exchange market.

Those who benefit most are companies with unquantifiable exposure — with sales or expenses abroad that are difficult to predict precisely, or with balance sheet exposure created by foreign subsidiaries. Use of the company parket to cover the forward market to cover amounts which turn out to be too kittle or too great could result in actual losses. Options can be employed to cover contingent exposures

Tour companies, for example, frequently add surcharges to the published cost of holidays to published cost in honeys to reflect currency movements. Disgrantiled customers would do well to ask tour operators whether they had considered using options. If they had, they would have little excuse for last-minute price increases.

Despite their clear advantages, options are still a new market. Akhough many banks include them in their reper-toire, few make a genuine market with fine prices in all the major traded currencies. Options between currencies Options between currencies other than the dollar can be expensive, but they do exist where banks can hedge their exposure in the forward market. Midland Bank claims to have arranged an option between Dutch guilders and Malaysian rinegit.

Though banks do offer to buy back an option before expiry, some corporate treasurers feel the price given is too low. That may lead them into traded may lead them into traces options where prices are visible and market-set, though few would wish to engage in the day-to-day monitoring of positions that would then be required.

Companies with large and active treasury departments are more likely to consider direct entry into the trading floors. Some have also adopted the higher risk strategy of writing options rather than simply buying them. This offers the possibility of receiving premium income on a currency portfolio, but also carries the possibility of unlimited losses, which have deterred most treasurers from currency futures markets.
Increased flexibility in deal-

ing with currency exposure has been accompanied by growing

Growing sensitivity to interest rate fluctuations

sensitivity of treasurers to interest rates fluctuations. Several new instruments have sprung up with many of the character-istics of options, essentially set-ting a cap which comes into force if floating rates rise above a certain level. There are fledg-ling markets in interest rate options offered by banks, as well as options on Eurodollar were as options on Eurodonar futures contracts traded in Chicago, Philadelphia and Lon-don. The listed options, only recently introduced, should help provide liquidity to the bank

Overall, options mark an enormous change in market philo-sophy. Says Mr Graham Simis-ter, manager of currency money options are the cheapest way of markets at Midland Bank: "We see options as a tremendous new product with as far-reaching effects as the change from fixed everybody. Companies which effects as the change from fixed have known, fixed and regular receipts or outlays in foreign panies' ability to manage risks currencies might benefit from has been improved significantly hedging, but would find it difficult to justify the cost of ment of the techniques over the options. They will continue to next five years."

# Censorship and the BBC

IT IS just possible that the Government had good and compelling reasons to seek to per-suade the BBC to drop its Ireland; so compelling, in fact, that the corporation's Board of Governors felt obliged to a second content of the British people to suggest that they are incapable of watching an intermediate of watching an intermediate of the British people to suggest that they are incapable of watching an intermediate of watching and intermediate of watching and intermediate of watching and w

on ruesday.

There has, after all, been a great deal of genuine controversy recently about the connection between terrorism and its coverage on television. its coverage on television: witness the events at Beirut airport a few weeks ago. The Anglo-Irish talks over future security arrangements in Uister its existence in anything like are also at a crucial stage. It its present form. The row over is quite likely that the British the licence fee and the setting Government will shortly have up of the Peacock Commission to defy the extreme unionists are evidence of that. Yet here accommodation with Dublin. It had been prefaced by an interview on BBC television with Mr Martin McGuinness who, fined, certainly has something on, at home and abroad. Where

Those are the potential excuses. They seem to be pretty thin. They will become nonexistent unless the Government in the very near future. Damage

Meanwhile, it is worth concentrating on the damage that has been, is being, and probably will be done. For a start, the Government has slithered on is no reason why a government should not advise a television company, a newspaper or a magazine that a certain item should not be published. The advice may or may not be taken. cretion between the government and the publishers or of resort to the courts. This Government used a blunderbuss. It is widely believed that semor ministers, including the Home Secretary, had not even seen the programme they were objecting to. That is not the way to attract

support in the country.

There is another anomaly in the Government's behaviour. Sinn Fein may be the political wing of the IRA but it is a legal organisation. It takes part in elections in Northern Ireland and even to the British Parliament. It is very hard to under-stand why the Government should countenance Sinn Fein Board of Governors has councillors and not Sinn Fein acquiesced.

appearances on television. Somewhere the policy has become

Governors felt obliged to accept them when it saw the profalling for it hook, line and gramme at its special meeting sinker. On the contrary, a few

of Governors. Clearly the corp-oration is under great pressure from the Government to justify its existence in anything like was a golden opportunity for the Board to show its independence. It buckled. It simply did what the Government asked it to do. be what the BBC is all about. It is what its reputation rests consequences should not be belittled. The next time an enterprising BBC team produces an exposure of slavery in the Middle East and gulags in the Soviet Union, foreign regimes will be able to tell their own people that the corporation is an instrument of the British Government. It will not be true,

but it will sound more plausible than it used to. Moreover, once the BBC has caved in to pres-sures, it will be open to any other pressure group, foreign or domestic, to try again.

There is also the potential effect on the BBC's External Services, admittedly a shoe-string operation, but one com-

manding great respect. That respect is for its independence. The reputation will be much harder to maintain in future. The corporation has plenty of enemies in foreign countries who do not like its tradition of free and open broadcasting.
They will not hesitate to exploit present difficulties.

Ultimately, one must ask: without independence, what is the point of the BBC? Mrs Thatcher has spoken quite jus-tifiably about the dangers of broadcasting providing oxygen to terrorists. That may have been true in Beirut. In this

#### **Men and Matters**

To the victors, the rewards. Last January Powell Duffryn, the distribution and storage group, became that very rare creature—a company which has performance and is moving out faced a takeover bid from Hanson Trust and lived to tell of its West Eend headquarters to cheaper premises in Brackthe tale. Its escape was due nell, Berkshire, at the turn of in no small part to a spirited defence by a management team

the year. which won high marks in the City for the presentation of its "Inevitably, after a bid, a company takes a close look at itself," he says. Clearly, the hot breath of Lord Hanson cou-Yesterday, Powell announced plans for a smooth boardroom centrates minds. change of leadership which takes two key architects of that defence into the top position. David Hubbard, the 49-year-old

**Rover scouts** 

Austin Rover claims it will tofinance director, is to become executive chairman, while Bill executive chairman, while Bill day enter the cut-throat, "C" Andrews, 50, the head of engineering and bulk liquids storage, will become chief its competitors. All 38,000 of the company's workers are They should make a complementary team: Hubbard, who combines an urbane air with an ability to communicate, has

good City connections. An accountant by training, he is a former finance director of Cape Industries and in the cap have car.

Anyer car.

The State-owned company believes its workers, simply by word of mouth can have car. good City connections. Cape Industries and joined Powell in 1976 after a threein what is the key buying month year spell in the City with for the private motorist.

Prudential Bache.

But dealers need no But dealers need not be envious of the level of incen-

Andrews, an engineer, who has worked his way up through Powell, over the past 20 years. is a tough, direct man who will a tough, direct man who will a switching from another manual state. switching from another marque. Payment will be in vouchers take charge of the operational side of the company.

The handover will take place at the end of the year, when Lord Sandon, the present non-executive chairman, and John valid at more than 8,000 stores
— "a bit like luncheon
vouchers," the company ex-

Franklin, the chief executive, step down, though Franklin will stay as a director until next July to help the transition. In the picture What Booker and Whitbread have done for writers, Athena Galleries is now doing for Franklin, a soft-spoken Welsh-man and the third member of

the successful Hanson defence team, will be retiring a year early, aged 59, to a house in The retailer of contemporary reproduction has put up £31,000 Wales "with a large snooker table and lots of local fishing." in prize money, including a \$25,000 first prize, for the best A delighted Franklin says the original paintings of the past timing of the handover is just right: the company has seen off Hanson, met its profits fore-casts, generally tightened up its



way h's going to fly is in ever-decreasing circles. . . ."

will be narrowed down to a "short list" of 300 by Donglas Hall, keeper of the Scottish National Gallery of Modern Art, Bryan Robertson, author and Spectator columnist, and Prof. Colin St John Wilson, professor of architecture at Cambridge University. The winner will be announced on September 3. Terry Maher, chairman of Athena and its parent company Pentos, is looking for a higher profile because of a plan to expand from the present 40 shops in the UK to 100 over the next three years. And he is also looking for promising artists whose work might be

#### Export rejects

reproduced.

Although Japan is enjoying the two years.

More than 1,600 paintings and the rest of the fast-growing trade between China and the rest of the world the month at the Mall Gallery, they

fied with what they are buying. According to the Chinese Administration for Import and Export Inspection, many of its imported goods, and in par-ticular, those from Japan "fell short of contracted quality" in the first quarter of this year.

Chinese inspectors seized 4,683 batches of imported goods during the quarter because they were not up to standard. The products include pipe hydraulic testing machines supplied to the Anshan steel

The Chinese single out the machines as an example saying these Japanese products were badly welded, finished, and packed."

In a further example, quoted in the Export Times, the Fuzhou Ruafu company in China bought 19 nylon zip fastening machines for \$210,000. The line worked badly, the Chinese reported, even after the Japanese maker had replaced 200 parts which were "rusted obsolete, and shaky."

Frontiers of space It seems that even astronauts

cannot escape the long arm of the immgiration authorities. Astronaut — or, in the language of his Press release, "space - traveller" — Robert Parker told an audience in Indonesia that the National Aeronautics and Space Administration equips all its astronauts with a bundle of visas for countries "where a landing might be effected due to special Parker was in Jakarta as part

of a programme to select an Indonesian for a shuttle flight next June, during which an Indonesian telecommunications satellite is due to be launched. The eventual candidate will doubtless be hoping that the ever-efficient Nasa will look after all necessary visas— including the exit/re-entry visa for Indonesia itself which at present costs US\$150 and can take many weeks to process.

*Ubserver* 

Base Lendir	ig rates
ABN. Bank 114% H	ieritable & Gen. Trust 11}%
Allied Dunbar & Co 111% ■ H	fill Samuel
	Hoare & Co 111%
American Express Bk. 114% H	ongkeng & Shanghai 111%
Henry Ansbacher 111% Jo	ohnson Matthey Bkrs. 111%
Amro Bank 111% K	nowsley & Co. Ltd 12 %
	loyds Bank 1119%
	dward Manson & Co. 13 %
Bank Hapcalim 111% M	leghraj & Sons Ltd 111%
BCCI 12 % M	ildland Bank 113%
Bank of Ireland 111% = M	
Bank of Cyprus 114% M	lount-Credit Corp. Ltd. 111%
Bank of India 12 % N	ational Bk. of Knwait 111%
Bank of Scotland 111% N	ational Girobank 111%
Banque Belge Ltd 111% N	ational Westminster 111%
	orthern Bank Ltd 111%
	orwich Gen. Trust 111%
	eople's Trust 121%
	K Finans Intl. (UK) 12 %
CL Bank Nederland 113% Pr	rovincial Trust Ltd 13 %
Canada Permanent 113% R.	Raphael & Sons 113%
Cayzer Ltd 111% R	oxburghe Guarantee 12 %
	oyal Bank of Scotland 111%
Charterhouse Japhet 111% Re	oyal Trust Co. Canada 1119
Choulartons**	Henry Schroder Wagg 111%
	andard Chartered  111%
Citibank Savings ¶121% TC	CB 11½%
City Merchants Bank 111% Tr	ustee Savings Bank 1110
Clydesdale Bank 111% Ur	nited Bank of Kuwait 111%
C. E. Coates & Co. Ltd. 121% Ut	nited Mizrahl Bank 11195
Comm. Bk. N. East 111% W	estpac Banking Corp. 114%
Consolidated Credits 111% W.	hiteaway Laidlaw 12 %
Co-operative Bank 111% W	Illiams & Glyn's 111%
The Cyprus Popular Bk. 111% Yo	orkshire Bank 11195
Duncan Lawrie 111% E Me	ombers of the Accepting Houses
E. T. Trust 13 % Co	

Exeter Trust Ltd. ..... 12 % 7-day deposits 8.00%. 1 month 8.50%. Top Tier—£2,500+ et 3 monthly notice 11.25%. At cell when £10,000+ remeins deposited. First Nat. Secs. Ltd. ... 13 % t Call deposits £1,000 and over Robert Fleming & Co. 111% 24% gross. Robert Fraser & Ptns. 121% 21-days deposits over £1,000

# Guinness Mahon ..... 111% \*See Provincial Trust Ltd. # Hambros Bank ...... 111% & Demand deposits 8%.

II and tree

"One of the dominant themes which emerges is the continuity of policy pursued by the Department of Industry whichever party is in power."

THUS Mr John Redwood, who as head of the Prime Minister's policy unit from 1983, has gazed deeply into the Department's workings and clearly liked them not. Sitting above these workings for the past two years has been Mr Norman Tebbit, Trade and Industry Secretary, who does not like to be told he does things the way are ald 5. does not like to be told he does
things the way any old Secretary of State, be they Tory or
Labour, would have done them.
Coming, perhaps, to the end
of his tenure at the Department
—and widely canvassed as the
next Conservative Party chairman—he is satisfied be here

man—he is satisfied he has changed things: run the DTI in the way a Conservative should. Not at all like, say, Eric Varley, the last Labour occupant of the Industry job.
"First of all I don't sit here

"First of all I don't sit here and think its our role to agree plans with companies about how they're going to manage their business. I don't think it's my

business. I don't think it's my role to allocate resources round UK industry.

"Also (a touch of the polecat Tebbit here) I think it's my role, when I have an argument with Cabinet colleagues, to win it. I think Eric's success in carrying things through was rather on the law side Partirather on the low side. Parti-cularly when he was right."

"Yes. I think that the big-gest difference is the end you start from. My reaction is that unless there is good reason to intervene, one should not even contemplate it."

But (as a fair-minded man) he concedes that everything he does as Secretary of State is a sort of intervention.

"After all, we intervene in order to avert the abuse of Honda sharing a lot of their R monopolies and cartels. That is and D costs as opposed to a form of intervention of which actually being combined in all I entirely approve. I must say I get rather less pleasure in some ways out of intervening to try to persuade people in industry to do the things they must to be doing in the ought to be doing in their own best interests—industry support programmes, support for innovation, awareness of technology and design.

"All of these things are re-grettable—regrettable that a Government department has to

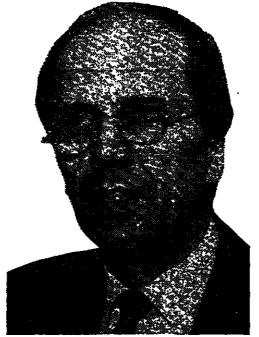
the has inherited, which have "being disloyal to the other been passed on from Secretary like a malign patrimony, never welcomed but never able to be shaken off, ber Governments is to come Commission ensured they were plan for self-regulation between the total fine and the state would have to be some. However, despite recent City in early September, Mr Tebbit scandals, he does not see any hopes that "over the next year or two we have a somewhat never able to be shaken off, ber Governments is to come Commission ensured they were plan for self-regulation between the state would have to be something them.

Chairman of the Conservatives in early September, Mr Tebbit scandals, he does not see any hopes that "over the next year or two we have a somewhat the state of the conservatives autumn. mony, never welcomed but the same standards and the same standards a Tebbit says. "It's a naru meter a commercially viable being a commercially viable manufacturer in Europe."

#### UK trade and industry

# Shape of the **Tebbit** imprint

By John Lloyd and Peter Riddell



have been changing for it have been changing in rather a favourable way.

"Flexible manufacturing systems are closing the gap in cost of production terms. So it's R and D costs that are the real problem, and therefore you can have companies such as BL and

senses.
"I think you have to be pretty big to be absolutely independent. But I think we're moving to a situation where

Europe is much on Mr
Tebbit's mind: he has criticised
the Germans for closing their
market to UK insurance salesmen ("they ought to have
expected that") and he is very
keen indeed to see more deregulation in the Market. It is at
the moment a "rather lonely" the moment a "rather lonely" position—"not least because the Commission is not entirely dedicated to deregulation"; but he is strong on it, perhaps in part because of that,

He criticises the package put forward by Lord Cockfield, his former Cabinet colleague and now EEC Commissioner, for the you can survive on a much forward by Lord Cockfield, his smaller scale than people thought a little while ago."

That other, slimmer dinosaur, British Steel, will soon present him or his successor with a hard choice: whether or not to hard choice: whether strip.

Brussels?
"I think that would have to autumn.
Howev

Notor manufacturer in Europe." there because we don't want to you must require state aids of the 'fit and proper person' have really So how is BL to protect it- get back into the business of through the Community, and ob- is a good one because there is culture."

self against this hard life, and everyone lending their steel viously the nearer we get to survive: will it be part of a Japanese multinational, Honda UK Ltd?

"That's not necessarily so, because some of the things that have been changing for it have been changing in rather zero state aids the better for the working of the Community." Mr Tebbit's pragmatic separation of the philosophical from the actual applies equally to trade policy, where he has recently given strong warnings to Japan. He believes there are lessons to be drawn from the

argument over the extent of subsidies for the Bosphorous Bridge contract—from which, he argues, "Bobody emerged entirely stainless."
The Government, he con-

cedes, was "not as quick as we should have been in responding to things as they changed. "But as always there was the problem that if we put an ECGD

limit on a country, as I am sure one has to, and you have got two or three prospective con-tracts in view at one time, it former Cabinet colleague and tracts in view at one time, it move EEC Commissioner, for the internal market, aimed at liberalising the market, "It doesn't pay sufficient attention to the pay sufficient attention to the problems of getting a Common they are covered or not, or Market without state aids. I whether they can get covered." that anybody could lay a finger

Government department has to do them. In a perfect world it would not, but we don't live in a perfect world."

Among the many imperfections in Mr Tebbit's world has been the state monoliths which been the state monoliths which has inherited which has inherited which has interested without the miner of not to Market without state aids. I which the state aids. I which the state aids. I mills at Llanwern, Port Talbot don't think we can have a Common Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot don't think we can have a Common Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot don't think we can have a Common Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids more effectively than of the city's securities markets of the city's securities markets.

To be the state monoliths which the miners of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids. I mills at Llanwern, Port Talbot of mon Market without controlling time over the past year in present aids more effectively than of the past year in present aids more effectively than of t

no real problem about dealing with somebody who continues to stay in business when he has and proper person and he has just committed a criminal offence. That is a very straightforward question for the court

to answer."

Mr Tebbit maintains an open Mr Tebbit maintains an open mind on whether to have one or two boards (investment and marketing). "The one thing I am sure of is that there is always enough work for two boards to do at this stage in organising. We have pretty good systems to ensure that they do not go on diverging paths."

"What I have done is to make sure that I not only keep make sure that I not only keep an open mind but also that the structure as it develops is one which could be either dual or

which could be either dual or single," Mr Tebbit argues.
The City has also been concerned about Mr Tebbit's decisions on competition, but he regards this as one of his achievements. "We have got a competition policy which, while it may not suit everybody, is at least predictable.

at least predictable.
"I refer on competition issues. I have not said that I will never refer on any other issues but I think people can see that if there is a competition problem it is going to get referred, and if there is not one it will not eat referred." need to call for "restraint all round." There is no national pay norm of the kind the Wilson, Heath and Callaghan governments fell down trying to enforce. Nor do our economic one it will not get referred."

Mr Tebbit talks throughout as if he is drawing up a balance sheet of his two-year spell at the DTL He claims to have problems call for one. towards market-clearing rates of pay, Where there is a surplus of labour, as among the young people hitherto covered by done a lot for value for money

in the Department. He points to a coloured pie chart show ing both a drop in the Department's total spending and a switch within the total from support for nationalised industries to scientific and tech-nological assistance. It is obviously one of his party

More generally, he does not believe that the Government has lost any of its reforming edge following the Cabinet's recent decisions not to go ahead for the moment with housing rent decontrol, with student leave or with the abelitation loans or with the abolition of

able question as to whether they are covered or not, or whether they can get covered."

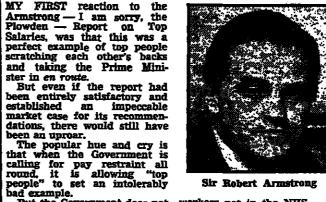
Mr Tebbit has spent a lot of time over the past year in premaring plans for the supervision waring plans for the supervision was got most of what we wanted."

With a possible eye on his

#### Lombard

# Top people's pay: envy versus backscratching

By Samuel Brittan



workers not in the NHS. Indeed, proposals were made to take advantage of the high turnover levels among such staff to establish a two-tier pay sys-

Needless to say, the sugges-tion was turned down, long before it could get to Ministers, as were more modest ideas to shift from national to local bar-gaining in the public services or to make for more use of or to make far more use of contract employment to reduce the number of public servants with expectations of life-time

wages councils, pay rates need to come down to encourage more jobs.

Where, on the other hand, there is a scarcity of particular kinds of labour, pay rates need to rise and this, too, will en-courage jobe.

The constraints on public-The Plowden Report does not advance the cause of market-clearing pay by one iota; and its acceptance by the Prime Minister is mainly a tribute to the undue influence on her of the Cabinet Secretary, sector pay arise not from norms or pay restraint, but from the need to regulate public spend-

Sir Robert Armstrong, who gave the matter a security clas-sification which would have The existence of a public-sector "pay factor" of 3 per cent as a separate element with-in cash limits has always been seemed excessive even for The report is entirely an old-fashioned exercise in compar-abilities with supposedly simi-lar business posts outside. This is overlaid by an extremely a mistake. It would be better to have one set of cash limits for all categories of public ex-penditure, and avoid all sugges-

But the Government does not

What they call for is a move

unconvincing gesture toward free market language. Indee: tions of a "norm." There will, however, always be a trade-off between publicthe Prime Minister's own Polic; service pay levels and the amount of services provided. If the National Health Ser-Unit would have used the repor as an argument for doing away with the whole Review Body on Top Salaries, if Sir Robert had not played his cards vice, as a result of wage negotiations, pays more than market so close to his chest that very few other advisers could get a worker, then, so long as there are any expenditure limits at look in. Lord Plowden found no all the amount of health care

cierical and unskilled staff is exodus at the to way above prevailing levels for The only grade among senior abuse.

judges of which there was evidence of a shortage at current pay limits was circuit judges. But this did not prevent Plowden recommending large increases across the board, with by far the largest increases going to those at the years too.

very top.

The lowest civil service grade covered was that of an under-secretary, who earned £30,365 per annum up to July 1. If he has been one year in the grade his pay will rise on March 1 1986 to £32,500, an increase of 7 per

On the other hand, the pay of the Head of the Home Civil Service (a post occupied by Sir Robert himself) will rise 46 per cent from £51,250 to £75,000. The Chief of the Defence Staff and the Lord Chief Justice will be paid at the same level.

The whole atmosphere of the Plowden Report is that of Establishment figures conscious of their own worth and trying to do their best for kindred spirits at the top of the public

service.

The main grounds given for the awards were that civil servants' morale was "at an exceptionally low ebb " and they felt they had declined in public

and ministerial esteem.

The only shadow of an economic case was that some of the more able junior and middle ranking officials (not covered by Plowden) whose jobs brought them in contact with industry and finance had departed. The implicit argument is that assisimpact argument is that assistant secretaries or principals will be so enchanted by high rewards 15 to 30 years later that they will stay.

When I asked one such promising young official whether the Top Pay awards had improved his more his reply was

proved his morale, his reply was: "Hell, no. It will help like the banning of unions at GCHQ," the other major initiative with But what would improve norale? "Easier movement, both outwards and back in again. Promotion less tied to age. The public advertisement of all key posts," I was told.

The new awards will not even satisfy top administrators or make them less critical of Thatcherism. On the contrary, there are already signs that

#### VAT and free ports

From Mr J. Hill, MP. Sir,—You call attention (July 24) to my involvement with the concerns of the operators of Britain's first free ports which have now

open for a year.
You point out that rigorous application of VAT has been found to be an unnecessary burden to the fulfilment of Parliament's original intention which initially was the creation almost of small island economies like Singapore or Hong Kong where trading and manufacturing could burgeon. Your article also suggests that our free ports are free of Customs duties. This is unfortunately not entirely so, and neither are they free in practice of excise

ASSES

MIIII ?

, č

Party Company

145

Maria Rati

C+ + -

23.15

**37** ° ₹

Marie Section : se

in manufacturing in free zones and even applied again if an assembly using that component is re-exported to the UK. This militates against a manufac-turer using UK produced com-ponents rather than imported

Customs duties are, in fact, applied to some components used in manufacturing and also applied to machine tools used exclusively in manufacturing in

In practice it is impossible for a freeport to offer exemp-tion from excise duties because of the interpretation put on the of the interpretation put on the original legislation. Bonded warehouse status is not accorded to free zones if similar bonded status is afforded by existing facilities within a vicinity of at least 40

Our original vision is being Our original vision is being crushed by a zealous bureau-cracy which is understandably, determined to block loopholes and prevent precedents. The original legislation has now proved too feeble to enable an enterprising idea to become a reality and unless changed must see the demise of all six preserves. James Hill

House of Commons, SWI Sensitivity at

the Town Hall From the Deputy Director of Finance, Bolton Metropolitan

Borough Sir,—I always read with Sir,—I always read with
neterest your occasional feature
'Report from the front line"
by the finance director of a
nedium sized engineering comany in the North West. There
as been the odd side-swipe at

#### Letters to the Editor

in the past, but I have taken that in good spirit as being part of the standard tension between private and public sectors of the economy. I was dismayed, however, to see in the latest article (July 26) the assertion that "the imminent closure of our factories four years ago brought a demand from our local authority for increased rates." I cannot believe that any duty.

The application of VAT is probably most damaging in preventing the establishment of commodity trading and associated warehousing activities. Elsewhere in Europe (for example, Hamburg freeport) there are thriving commodity trading zones entirely free of VAT. But VAT is also applied to UK sourced components used in manufacturing in free zones Town Hall, Bolton.

> Housing in Scotland

From the Director, Scottish Campaign for the Homeless

Sir.—For anyone concerned about homelessness and the housing crisis in Scotland, reading the major recommendations of the inquiry into British hous-ing, chaired by the Duke of Edinburgh, will come as a grave and bitter disappointment.

It is clear that while the report team is keen to say that the new housing allowance will mean no extra cost to the Exchequer no such assurances Exchequer no such assorances are forthcoming for mortgagors and tenants. Indeed, it is certain that for the vast majority of tenants and mortgagors there will be a sharp increase in housing costs which will not be met by the new allowance. Nor will this increase in hous-ing costs lead in any direct way to any increase in capital investment in housing, merely the hope that the private sector will be stimulated to invest more. For the inquiry the solution to the present housing crisis rests on this years chake prepasition. on this very shaky proposition.

on this very shaky proposition.

A number of different organisations in Scotland, in providing evidence to the inquiry, called for greater public investment in housing. There is no doubt that such direct public capital investment is desperately needed, yet this request is ignored. With regard to funding for council housing, the inquiry report limply suggests that "one way or another, from one source or another, more

or another,

able to tackle the growing prob-lems facing the council sector.

But where will the much needed resources come from? "After much discussion we have decided not to examine in detail the possibilities of advocating a major increase in public sector investment but rather have con-centrated on ways in which private investment might be attracted into rented housing." For homeless families and single people; for the hundreds From Mr P. Dickerson.

of thousands of Scots living in houses in need of major modernisation and repair; for the 300,000 Scots living in damp houses officially recognised as a health hazard, this brave, radical report will bring no joy. Proposals that call for increases in the housing costs of tenants and mortgagors alike in the dubious hope that this will lead to private investment solving the housing crisis, deserve short shrift. Not surprisingly, Frances Hamilton of the Scottish Tenants Organisation (there were no tenants on the inquiry team) says the report is "not even worth the paper it is written on."

Noel Dolan. 65 Cockburn Street, Edinburgh. Qualms about pay

inequities From Mr C. Crook
Sir. — Anatole Kaletsky's
short article on wealth creation
and top pay (July 25) clocked
an impressive score of elementary economic fallacies. The one
I liked best is the idea that I liked best is the idea that "trading in secondary markets for stocks or currencies is mostly a zero-sum game — one man's profit is another's loss."

This is like saying that trading bananse is a zero-sum game: after the trade the buyer has gained some bananas and lost some money, and the seller has an exactly matching loss and gain, so nobody is better off. In fact, of course, both are better off. It's a surprise to see a writer in the FT defending the idea that there are no gains from free exchange.

Salaries are high in the City partly because of restrictive labour practices — one reason why liberalisation has met such resistance there. (It is hard to account for that resistance if experience?

Mr Kaletsky is right, and liberalisation is just a conspiracy by financial-types to get rich by increasing the volatility (Hounslow, Middless).

of markets.) But even without restrictive practices those people will make a lot of money because their customers value their skills. That, presumably, has something to do with economic productivity.

Incidentally, I share what I take to be Mr Kaletsky's moral qualms about pay inequities, and I am in favour, for example, and I am in lavoint, for example, of more ambitious redistribution through the tax system to do something about them. But it's crass, and a kind of moral cowardice, to dress up such qualms as technical arguments about efficiency. Clive Crook, 6697, Fairfax Road, Chevy Chase Maryland, 20815, U.S.A.

Accounting for small firms

Sir, —It is unfortunate that your report on accounting for small firms (July 26) was pub-lished under a misleading headlished under a misleading head-line and first paragraph. It only becomes clear to those who take the trouble to read the remainder of the article that the London Society of Chartered Accountants meeting was divi-ded on whether the statutory audit should be retained for small companies, with well reasoned cases being put for-ward by both those who sup-ported and objected to abolition. The clear message, which was The clear message, which was endorsed by all who spoke, was that the chartered accountants had no doubts that the present nad no doubts that the present accounting requirements for small companies were a significant and unnecessary burden. I hope that the Department of Trade and Industry representatives who attended the meeting fully appropriated that meeting fully appreciated that message and will return to their offices determined to effect major simplification to the complex accounts which small companies are at present required to pre-sent to their members.

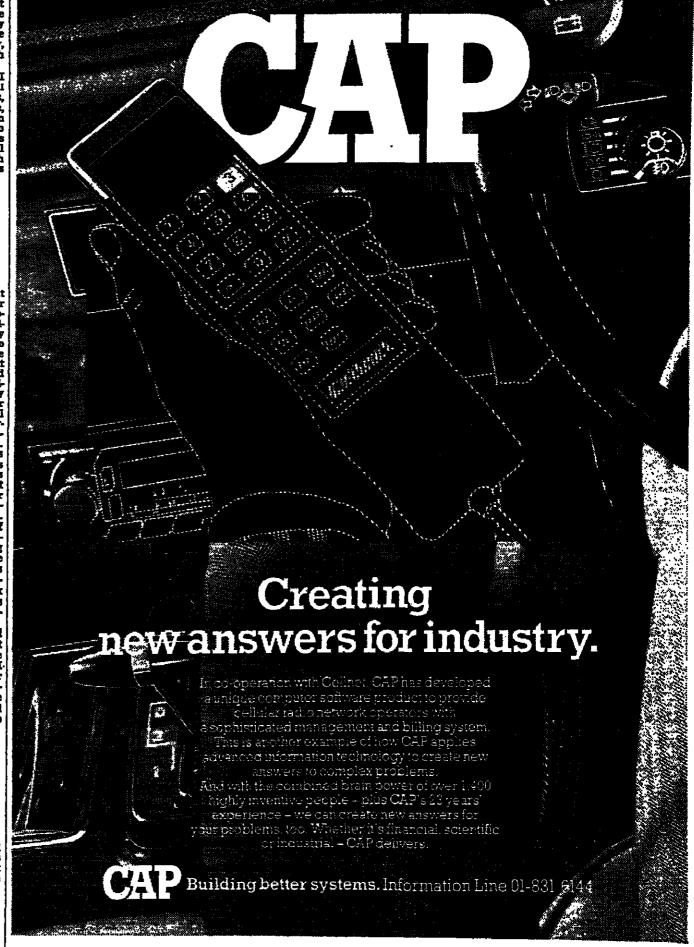
The arguments for and against changes in the audit requirements are much more finely balanced and the DTI-will be well advised to consider seriously the benefits of retaining the audit and to balance these against the costs involved before rushing headlong into spolition.

Howard Tilly & Co., 1, New Oxford Street, WC1.

Experience

Heathrow Airport, Hounslow, Middlesex,

From the Managing Director, Heathron Business Centre Sir,—When will it be grasped that almost everyone who has employed anyone will do almost anything to avoid repeating the



# Why states promised the moon for Saturn

IT WAS one of the best kept secrets GM treads, others are likely to folfor years; where would General Mo- low tors, the world's biggest industrial company, put its Saturn plant, which will build its first completely new brand of car since the First

Saturn will be GM's first new domestic nameplate since it rolled out the first Chevrolet in 1918. The company is betting heavily on a combination of new technology and a revolutionary agreement with the labour unions to enable it to overcome the \$2,000-a-car cost advantage that has enabled Japanese producers to take such a large chunk of the U.S. small-car market.

ter industrial project for years. For the past seven months a pop-

ular guessing game in city halls and state capitals across the country has been spotting the new plant's location. On the basis that what is good for General Motors is good for deluged with fresh information, the America, local officials have been decision was pushed back week by falling over themselves trying to catch GM's eye.

Half the state governors in the U.S. trekked to Detroit to plead their case. According to GM offi-cials, they suggested more than 1,000 sites and provided enough information to fill 20 large filing cabi-

annual payroll which come with the new plant are important, but the real reason for the concerted lobbying battle between the states is that

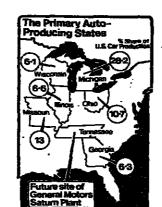
to write letters begging GM to put the plant in their state. Youngstown. Ohio, which is struggling to recover from the decimation of the local steel industry, set up a "We hired billboards on the Detroit freeways to get their message across to GM executives on their way to

The state of Michigan, long the home of the U.S. auto industry, promised to meet or beat any other

Kansas City earmarked \$260m in General Motors' new \$3.5bn car economic incentives and New plant has been the most sought-afoffered \$1bn in free hydro-electric power as the bidding war for the Satura plant escalated to circus-like proportions.

GM had hoped to announce its week and local newspapers assigned teams of reporters to try to

About a month ago the highly respected Automotive News disclosed that a Nashville lawyer who had played a key role in buying land for Nissan's new truck plant in nearby Smyrna, Tennessee, had bought options on 1 000 acres of farmland in a rather sleepy and scenic corner of Tennessee about 30 miles south of



Michigan, which is closer to GM's suppliers, might be chosen. Sherman, Texas, and Shelbyville, Kentucky, were also frontrunners. On Monday, GM confirmed that it had chosen the hamlet of Spring Hill, Tennessee (population 1,094), as the

GM has been exceedingly diplosince then about why it turned down so many attractive offers and chose this unknown site, which does not even rate a mention in the Mobil Travel Guide.

Mr William Hoglund, Saturn's president, said GM used "15 critical disciplines" in its search for the best location and "more than 60 different factors were considered" before Spring Hill was identified.

"Spring Hill offered the best bal-GM kept everyone guessing until ance of all those factors for the GM's choice is like a Good House-keeping "seal of approval." Where strong rumours that Kalamazoo, has different needs." Mr Hoghund

talk about alternative sites and to officials are sceptical.

is within one day's delivery (500 that "freight is the single biggest economic factor" in plant siting

"Freight costs get out of sight once you get out of the central part of the country."

The Saturn plant will be close to three main interstate highways, which intersect at Nashville. Tenee is the home of the Tennessee Valley Authority, the country's biggest electricity producer. It also has a strong work ethic which appeals to the dozens of foreign companies which have flocked there in

How much money Tennessee offi-cial promised GM in the form of tax breaks and other financial assistance remains a closely guarded secret, but state and company offi-cials emphasise that that was not the deciding factor. Indeed, they still have to talk about items such as access roads, education and training for employees and the cost of taxes, water, electricity, natural gas and sewers.

Mr Lamar Alexander, Tennes see's Republican Governor, who

emphasised that GM had made ev-ery effort to avoid a "bidding war" by keeping various state and local other states. He said Tennessee had proposals strictly confidential. He done nothing for Nissan expect help had ordered his executives not to pay for job training. Rival state

Mr David Healey, an analyst with Tennessee, which likes to call it-self the "Flagship of the Sun Belt," GM's choice of Tennessee was done simply on a cost basis. "The South miles) of 76 per cent of main U.S. is attracting a lot of non-union auto markets. Mr Hogland has conceded suppliers whose costs are low. A lot of things that are going to go into Saturn will be bought by GM, not built by GM."

GM's Saturn project is also an important test for the United Autoworkers' Union (UAW). Tennessee is a "right to work" state, which means workers do not have to belong to a union if they want to work in a union-organised plant. That is believed to be one of the key reasons why Nissan, the big Japanese car maker, chose to locate its first U.S. manufacturing plant in the

The UAW would dearly like to or ganise the 2,000 workers at the Nis-san plant and the new Saturn comwhich will cost about six times more than a normal car plant, will give the union a chance to prove itself to both GM and Nissan's non-

Mr Donald Ephlin, a UAW vicesident, said: "The important thing is that we can demonstrate that we can build small cars competitively here in the U.S. in not only a union plant but in the most union-involved plant in the coun-

Record loss for AMC, Page 15

#### THE LEX COLUMN

# When two and two make three

To judge from the public pro-nouncements of City revolutionsto anyone who can handle both a telephone and a pocket calculator, broadly based financial services companies stand an excellent chance of success in the markets of the future. But while the chairmen of these embryonic institutions are advertising the merits of their indi-vidual strategies, the stockbrokers and fund managers whom they now employ are delivering a very differ-ent judgment on the prospect of

making a profit. Mercantile House is as advanced as any UK financial group in the process of integrating services and personnel. It has a clearly defined strategy and an enviable track record. The results for the year to April, on which the group reported yesterday, were admittedly nothing to shout about. Profits fell 8 per cent to £562m pre-tax, despite a substantial translation benefit from the stronger dollar, and earnings per share dropped by roughly the same amount even after a much lower tax charge.

But, the dollar permitting, Mer-cantile can look forward to a substantially better performance this year. The U.S. fund management operation has plugged an important gap in its product portfolio, the discount house can expect a return to profits and the Wall Street securities trading business should see a revival of retail interest. A profits increase of 20 per cent or more would be no surprise.

Yet, as an investment, Mercantile House has been little short of disastrous. Even after a 7p rise to 247p yesterday, the shares were trading on a prospective yield of 8.7 per cent - almost double the average for the FT Industrial Group - and were offering a multiple of less than six times likely 1985-86 fully diluted earnings. The share would arguably be lower still but for the ersistent takeover speculation. Mercantile, according to the market, has a break-up value of almost 400p per share. Far from adding value to the company, the integration of individual financial companies seems in this instance to have

Mercantile ExcoT International 1982 '83 '84

ital for its present plans. The giltedged operation could absorb £25m but the discount house has surplus capital and the stockbroking arm will not be making markets in UK equities except in a very limited

The most instructive comparison is with Exco, which, as the accompanying chart demonstrates, has been outperforming Mercantile ever since the City began seriously to contemplate the future structure of its markets. Exco has been conspicuous by its reluctance either to elucidate a strategy or to take part in the auctions of stockbrokers and discount houses. Mercantile may of But, in stock market terms, it has a underlying worries. lot of catching up to do.

fragile the South African rand has of stock market trading would go by become. In one morning, it lost 11 the board - particularly the idea per cent against a weakening dollar that if you buy shares in the market on the rumour that a smallish oper-ation of a U.S. bank was planning to whatever the cost. disengage from Johannesburg. But taking this to its logical ex-More romours followed, some of treme now seems to suggest that them so outlandish as to test the takeovers could in principle be won credulity even of a nervous foreign by anyone who is prepared to buy

time there was a serious run on the just unfortunate if the short sale rand, the two-tier system helped to has temporarily swollen the numprotect those who used the rand for ber of shares in the market to 125

nosis, Mercantile has sufficient capmust surely come a price at which ceed.

esive resistance is shown to have failed. Meanwhile, the depreciation will wreak havoc with the Govern-ment's strict anti-inflationary policy and will bump up interest payment on the country's \$23bn debt.

If it does reintroduce the two-tier system, the financial rand would almost certainly open well below the commercial rate. All of which makes the holding of South African shares deeply unattractive; mitigat ed only by the fact that people would be able to buy them at the fipancial rate and earn dividends in more valuable commercial rands.

The discovery that a takeover bid

#### Short takeovers

can be decided by short selling in the market - yesterday confirmed by the courts in the case of Cartwright versus Tonks - has all manner of strange implications, mostly rather unpleasing. Most of all, it demonstrates that there are clashes of principle, as well as of interest, that are bound to be more frequently exposed as the triple-capacity market comes into existence: yesterday's refreshing news that the investment arm of S. G. Warburg had shown its independence by selfing Debenhams shares against the interests of Warburg's corporate course be proved right in the end. client, Burton, does not remove the

The root of the problem is that the market bargain in which Tonks bought the offending shares has to be treated in law as a valid contract. Yesterday demonstrated just how Otherwise some basic assumptions

But taking this to its logical exexchange dealer. 25 per cent of a company. Sell that
The fall may have been started stake through the market to a by speculators, but importers with friendly institution for assent, buy dollars to cover moved in smartly, back for the closing date, and you exacerbating the problem. The last have the necessary 50 per cent; it is trade, so the commercial rand fell per cent of those actually in issue.

much less than the financial rand. Try to stop this by ruling ou The Government will obviously short sales in bids, or by stipulating Try to stop this by ruling out Mercantile is perhaps a special be reluctant to reintroduce stricter that market purchases only count if case. Net tangible assets of roughly controls on its currency. Not only proved by certificates, and the abgroup which is stretched both operationally and geographically. Yet on all but the most pessimistic prog-

### Brussels fines UK over milk pricing

THE EUROPEAN Commission last night fined Britain Ecu 8.8m (\$6.8m) for offences under the Community's milk pricing rules in

against milk imports, was in force. The Commission also handed down substantial fines for other member states during the annual clearing of agricultural accounts. Those include Ecu 30m sought from the Netherlands for a skimmed milk policy said to be illegal under EEC rules, and a further Ecu 8m

There were also demands against Denmark, Belgium, Italy and Ireland, for mispaid farm spending.

The EEC's financial controller originally claimed all UK milk payments from Community funds amounting to a massive Ecu 744m to be repaid for the year 1979-80. Although that was later dismissed on technical grounds. Britain feared its legal position would be weaker for the following years.

It drew, therefore, the Commis-sion's attention to breaches in farm payment rules by its Community partners in the hope that the matter would prove sufficiently complicated to be dropped.

The Commission has decided. hewever, to act on all legally dubicus payments. But the sums inworld have been substantially ret the two superpowers. He had rejectduced to reflect estimates of the fi-nancial advantages thought to have been gained by the alleged malpracence of the Soviet Union's human

Britain and the other offending ence in its internal affairs. member states may attempt to challenge the decision in the European space weapons research programme, the spokesman said that Court. Alternatively, they could argue simply for a reduction in the the Soviet Union considered "im-permissible" any actions which amount of money being claimed.

 $\mathcal{D}$ 

But in the case of the UK's twotier milk pricing, which created unique incentives for British dairy farmers to sell to the retail trade unavailable for other Community producers, the case looks weak.

# Colgate-Palmolive in \$442m defensive share buy-back plan

BY PAUL TAYLOR IN NEW YORK COLGATE-PALMOLIVE, the U.S.

household and personal care prod-ucts group, yesterday announced a corporate restructuring involving the planned sale of certain operations outside its core businesses. The group said that should generate \$260m - together with a share buy-back scheme of up to \$442.5m.

The actions, which the New York-London might face fines of a sim-ilar size for the three following refine its long-term strategy and years when a two-tier pricing sys-provide shareholders with a cash \$29.5 each. Mr Reben Mark, presibouts of Wall Street speculation that Colgate Palmolive might be a takeover target.

Late last year, Colgate-Palmolive enacted a series of anti-takeover measures after Sir James Golds-mith, the Anglo-French financier. was rumoured to have built up a 2.5 per cent stake in the group and made a filing under the Hart-Scottfrom the Hague for illegal overfish-Rodino anti-trust regulations seek-ing to be allowed to increase his stake to more than 10 per cent.

**U.S.-Soviet** 

'productive'

Continued from Page 1

er side had pulled its punches on the main issues on which they dis-

agree - nuclear arms controls, the

U.S. space weapons research pro-gramme and human rights.

the main points of conflict between

rights record and had stressed that

Moscow would not tolerate interfer-

In a clear reference to the U.S.

heightened military competition in

new spheres. The star wars issue would have to be included in the

agenda of the summit between

Mr Shevardnadze had forcefully

meeting

The asset sale, coupled with the repurchase of up to 18 per cent of the group's outstanding 82m shares, is seen on Wall Street as part of Colgate's defensive strategy.

> The group's shares fell \$% to \$28 in heavy trading after the an-

The share repurchase scheme, to premium, come amid recurring dent and chief executive, said Colgate "may decide to purchase up to an additional 3m shares."

The company, which has been struggling to reverse a three-year slide in earnings, reported net income last year of \$71m on sales of \$4.9bn after taking a \$114m charge in the fourth quarter to restructure its worldwide manufacturing opera-

Its chief products include Ajax cleaner, Colgate and Ultra Brite toothpaste and Palmolive soens.

Mr Mark said the sale of assets would involve certain operations "which do not fit into our long-term strategy" of concentrating on its core household and personal health

The businesses being put up for sale are the group's Bike Athletic and Etonic subsidiaries, which produce running shoes, athletic clothing and equipment, Riviana Foods excluding the Hills pet foods subsidiary – and parts of its Kendall unit, including its textile woven fabrics division and some of its nonhealth care operations.

Mr Mark said the units were soundly managed and profitable but "simply do not fit within the Colgate-Palmolive strategy for future growth." The sales would be for cash and should be completed

Colgate-Paimolive is the second largest domestic detergent maker. by the end of this year.

## New bid to salvage European fighter

ARMAMENTS directors from the five nations involved in plans to build a new European fighter aircraft are to meet in Turin today in the latest effort to prevent the project from collapse. Today's meeting will be

ond held in just over a week by the senior arms officials from Britain, West Germany, Italy, France and Spain. In Madrid, they failed on July 23 - as they have often before - to find a compromise on the new figh-ter, which is designed to replace in the early 1990s a variety of combat aircraft currently in service with the five air forces

So much is at stake politically in the project, which would be the big-gest collaborative venture ever undertaken by Europe's aerospace industries, that the governments of the five nations have so far been unwilling to admit that the gap on the nature and role of the new aircraft is unbridgeable. In negotiations over the past year

Britain, West Germany, Italy and Spain have agreed on feasibility studies for a 9.5 to 10-tonne aircraft designed for an air superiority role. while France has opted for a lighter, less powerful type, maximised for ground attack.

of the hurriedly arranged me was said to be to try yet again to find a five-nation compromise. However, it was being suggested in Rome that if that compromise again eluded the armament directors, the majority might decide to recom-mend that their ministers go ahead with a four-nation project. Such an outcome would obviously need to be endorsed by ministers.

#### U.S. leading indicators up 1% in June Continued from Page 1

Private economists yesterday confirming their belief that at least a modest rebound is likely in the months ahead. They warned, however, that the June figure remained subject to substantial revision and that too much should not be read into a single month's performance.
Six of the 10 indicators for June

were positive, including the formetion of new businesses, the money supply, stock prices, the length of the average working week, orders for factory equipment and raw ma-terials prices. Three were negative - orders for consumer goods, claims for unemployment benefits and building permits - and the tenth, the pace of deliveries, was unchanged.

The separate figures for factory orders were boosted by a 25.1 per cent increase in defence orders in



Banking Group with its acquisition of the UK based Grindlays Bank, has established a formidable presence on the international banking scene with group assets of USD30 billion. An asset base that spans the globe

with over 1,660 branches and offices in 45 countries, placing the ANZ Group in the ideal position to assist corporations with their particular domestic and international finance requirements. Both ANZ and Grindleys have

extensive experience in international finance and related services, each with over 150 years experience.

This new ince is statied with experienced professionals who can bandle all your worldwide banking needs. whether they be cross border or local. So, if you're looking for a global banking group which is highly respected in international banking circles with the

strength, flexibility and professionalism to handle your banking requirements. you can't go past ANZ and Grindleys.

Banking Group The new force in International Banking

strictions with "deep displeasure."

als for the victims of political vio- lors who are cast in the role of quislence, and also banned political lings by black opposition groups. speeches at funerals, which had become almost the sole legal rallying point for anti-apartheid supporters. Dr Beyers Naude, the general secretary of the South African Council of Churches, said black

Reports of unrest around the country continued, with the now familiar episodes of stone-throwing by black protestors and vigorous response from armed police and army units. Attacks also continued on the homes of black township council- applied.

Ivo Dawnay writes in Brussels:

The EEC Commission said the imposition of economie sanctions against South Africa would "be-

President Ronald Reagan and Mr. Mikhail Gorbachev, the Soviet lead- The commission failed last night er, the spokesman indicated. to reach a conclusion on plans to re-duce the level of member states' Senior U.S. officials were much less forthcoming than the Soviets in subsidies for the coal industry. World Weather

Continued from Page 1

# Monsanto to sell £75m of North Sea assets

BY DOMINIC LAWSON IN LONDON

NORTH SEA assets worth about kers, estimate that the Monsanto santo last month agreed to pay \$2.7bn for G. D. Searle, the U.S. pharmaceutical group, and has decided to raise some of the money by

stated Moscow's views on some of selling its oil and gas interests. One of Monsanto's most highly regarded oil assets is a 38.3 per cent stake in North Sea block 15/21A, which it operates. The block con-tains two oil fields, known as Rob Roy and Ivanhoe, which contain ecoverable reserves of about 85m barrels of ail.

The UK Department of Energy is soon expected to give Monsanto the go-ahead to develop the fields, at a cost of about £350m. At a meeting last month, Monsanto told Mr Alick Buchanan-Smith, the Energy Min-ister, that the fields would be put up for sale. However, provided the purchaser of Monsanto's stake is an oil Wood MacKenzie, the stockbro gar House.

£75m (\$105m) are being put up for sale by Monsanto, the fourth larg-est U.S. chemicals company. Mon-are not thought to be of great value. However, the company will be seek-ing a larger sum for the whole than

It seems most likely that Monsanto will attempt to sell its entire oil and gas assets to one bidder, thus diminishing the interest of all but the largest oil companies, Mr Anantha Raman, a U.S. chem-

icals company analyst, said yester-day that Monsanto's oil and gas assets had a book value of \$580m, but might fetch at least \$700m. The Monsanto deal is the largest of several recent North Sea asset

disposals prompted by internation-Phillips Petroleum is auctioning its stake in the North Sea's T-Block, and should receive at least £30m. Meanwhile, BTR, the UK indus-

company with experience of developing North Sea fields, there are unlikely to be any objections from the Department of Energy.

Weed Manken in the stockhort.

Rand plunges by 10%

communities would view the re-

come inevitable" unless there was a fundamental change of South African Government attitude to the In its most outspoken attack on June, following an even larger 43.1

apartheid, a Commission statement per cent rise in May. Without the said the Community had to prepare defence orders, overall orders for itself to face the likelihood that eco manufactured goods would have nomic measures would have to be risen by 0.9 per cent in June and 0.7

# Fine overall, but odd signs in the shadows

BY MICHAEL DIXON

COULD anything be worse than living in a country dominated by a contemptible democratical oligarchy of glib economists?"
Coleridge, who wrote the words quoted, did not think so. By comparison, he added, "the worst form of aristocracy would be a blessing." But I cannot help feeling that even glib to a preponderance of smooth management consultants.

Either way the UK's prospects would seem a mite worrying—as witness the hefty table along-side.

It is drawn from the Hay-MSL consultancy's last two quarter-year counts of job advertisements for managers and senior specialist staff which

and senior specialist stair which appear in leading UK papers. The counts for January to March, and for April to June — which Hay-MSL has kindly rushed out especially for the information of Jobs Column readers — of course add up to a measure of the advertised demand in the first half of this

year.

The higher-level jobs in question are classified under eight headings: research, development and design work; sales and marand design work; sales and mar-keting; production: accounting and finance: computer-centred work; general management; per-sonnel; and "others" whereby

	U	19	<b>78</b> 5	7	984	MANAGE	RS AND 983	KEY 5P	ECIALIS 182		281
R&Đ	jan-Mar Apr-June	advei	% of r- total i market 17.6 16.6	adver	% of r- total market 18.5 19.2	Posts adver	% of total market 22.2 21.0		% of total market 18.0 17.1		% of total market 13.4 14.9
	Jan-June	3,777	17.1	3,900	18.9	3,774	21.6	2,144	17.5	1,329	14.1
Sales & marketing	jan-Mar Apr-june jan-june	1,794 1,798 3,592	15.4 17.3 16.3	2,114 1,669 3,783	19.9 16,6. 18.3	1,803 1,576 3,379	19.8 18.9 19.4	1,263 1,169 2,432	19.1 20.9 19.9	898 945 1,843	19.3 20.0 19.6
Production	jan-Mar Apr-June	2,031 1,811	17.5 17.4	1,784 1,759	16.8 17.5	1,606 1,443	17.6 17.3	1,090 968	16.5 17.3	680 697	14.6 14.7
Accounting	jan-june jan-Mar Apr-lune	3,847 1,948 1,706	17.4 16.8 16.4	3,543 1,665 1,406	17.1 15.7 14.0	3,049 1,308 1,267	17.5 14.4 15.2	2,058 1,095 941	16.9 16.5 16.8	1,377 1,028 971	14.7 22.1 20.5
	Jan-june	3,654	16.6	3,071	14.9	2,575	14.8	2,036	16.7	1,999	21.3
Computing	Jan-Mar Apr-June	1,289 1,065	11.1 10.2	1,042 1,174	9.8 11.7	842 738	9.3 8.8	443 518	6.7 9.3	357 277	7.7 5.8
General management	jan-june jan-Mar Apr-june jan-june	2,354 343 361 704	2.9 3.5 3.2	2,216 396 333 729	3.7 3.3 3.5	1,580 348 334 682	9.0 3.9 4.0 3.9	961 313 360 673	7.9 4.7 6.4 5.5	296 191 397	4.4 4.0 4.2
Personnei	jan-Mar Apr-june	367 231	2.6 2.2	249 270	2.3 2.7	186 249	2.0 3.0	164 104	2.5 1.9	113 107	24 23
Other	Jan-June Jan-Mar Apr-June	538 1,870 1,705	2.5 16.1 16.4	519 1,415 1,495	2.5 13.3 15.0	435 985 981	2.5 10.8 11.8	268 1,061 574	7.2 16.0 10.3	752 845	2.3 16.1 17.8
	Jan-June	3,575	16.2	2,910	14.1	1,966	11.3	1,635	13.4	1,597	17.0
Total	jan-Mar Apr-june	11,624 10,412	100.0 100.0	10,637 10,034	100.0 100.0	9,100 8,340	0.001	6,617 5,590	100.0 100.0	4,658 4,738	100.0 100.0
	jan-june	22,036	100.0	20,671	100.0	17,440	100.0	12,207	100.0	9,396	100.0

But first let's look at the grand totals represented by the three lines of figures at the bottom of the table. which cover the first half of the years from the street of the latest two bottom. The earliest three demand was the lowest since monthly period covered by the Hay-MSL began its counts in table—January to March 1981 1959. By happy contrast, the monthly period covered by the Hay-MSL began its counts in table—January to March 1981 1959. By happy contrast, the monthly period covered by the Hay-MSL began its counts in table—January to March 1981 1959. By happy contrast, the monthly period covered by the Hay-MSL began its counts in the first upturn from the overall figure in January-March to the first half of the years from the period covered by the Hay-MSL began its counts in table—January to March 1981 1959. By happy contrast, the overall figure in January-March to the first half of the years from the period covered by the Hay-MSL began its counts in table—January to March 1981 1959. By happy contrast, the overall figure in January-March to the first half of the years from the years

revious the reversible of the preceding four years.

Before taking the overall figures as meaning that everything in the UK economic garden is lovely, however, readers should perhaps look at what has happened in the particular job categories.

Demand for research, development of design people, for design people, for the worst portent.

Hay-MSL finds that the increased demand for others—25 means of the past year—

""" almost entirely manage. categories.

Demand for research, development and design people, for instance, might seem important for a country whose Government puts much hope in high-technology innovation but this year so far the R and D category's share of the total advertised demand is at its lowest since 1981.

The fall between 1984 and this year in the April-June

The fall between 1954 and this year in the April-June demand for computer people raises similar questions when account is taken of Hay-MSL's findings on the variations in demand from industry to indus-

try (which are not indicated by a quality the table).

"In the high technology industries," the consultancy says, executive demand has cants slackened off noticeably in the client. past year and by around 37 per cent over the past six months."

small-components area

The industries showing increases are energy, mainly oil and nuclear, with a rise of 24 per cent since the end of 1983;

telephone 0400 30345.

The 1985 April-June total, although following the usual pattern by being lower than the previous three months' total. But when we turn back from industry variations to the job-category trends shown in the case of the preceding four years.

Before taking the overall figures as meaning that everything in the UK economic gar-hangs a tale.

to the recruitment of manage-ment consultants or people for conversion into same both by conventional consultancies and groups of professional accountants.

#### Air lawyer

RECRUITER Ted Gorman seeks a qualified legal adviser for the aviation subsidiary of a UK group he may not name. So he promises not to identify applicants who so request to his

Candidates should be demon-strably adept in all aspects of The decline has apparently been law affecting commercial opera-especially pronounced in the tion of aircraft. Salary about small-components area £25,000. Car among perks.

# Corporate Finance

Early responsibility for high calibre **Chartered Accountants** 

#### to £17,500 + benefits

As one of the leading consultancies in the field of banking recruitment, we are currently acting on behalf of a number of major Merchant Banks, who are seeking young Chartered Accountants for their expanding and varied Corporate Finance Divisions. Working in small teams, the successful applicants

will become involved in acquisitions, mergers, management buyouts and the various methods of capital raising, including rights issues, public flotations, USM listings etc.

Candidates will be graduates with first class professional backgrounds and should have the potential to undertake early responsibility and significant commercial involvement

If you are interested in exploring the possibility of a move into Corporate Finance, please contact Neal Wyman BSc ACA, Manager, Corporate Finance Division, 23 Southampton Place, London WCIA 2BP, or telephone 01-404 5751. Strictest confidentiality assured.



Michael Page City International Recruitment Consultants London Brussels New York Sydney

Amember of the Addison Page PLC group

# Senior Manager Short Term Treasury/Trading

Our dient is a leading Accepting House with a substantial Dealing and Treasury Management function. It is also an active participant in the current structural changes taking place in the City as well as having a strong presence in the USA and Far East.

We have been asked to recruit a senior Manager responsible for short term treasury and the trading of short term instruments, i.e. Futures, CDs, FRNs, etc. In addition, you will be an important contributor in determining longer term strategies.

You will probably be in your 30s,

with appropriate trading and risk management experience, and ambitious for much greater executive responsibility. Terms will be totally negotiable, as necessary, and will include a full merchant banking benefits package.

Interested candidates should write in strict confidence, including contact telephone numbers, to Peter Wilson, FCA at Management Appointments Limited (Search and Selection Consultants), Finland House, 56 Haymarket, London SW1Y 4RN.

Tel: (01) 930 6314. \_

Limited

Manager

A leading Accepting House requires a Fund Manager with four to five years experience of UK equity markets.

**Fund** 

Exposure to overseas or fixed interest markets would be an additional, but not essential, qualification, as would experience of the management of an investment trust. Preferred age 27-30. Fully competitive terms and conditions

are offered. Please contact Sarah Gates at the Investment Division, 23 Southampton Place, London WC1A 2BP, telephone 01-404 5751. All replies will be treated

in strictest confidence.

Michael Page City

International Recruitment Consultants London Brussels New York Sydney A member of the Addison Page PLC group

#### BADENOCH & CLARK

#### CORPORATE FINANCE £16,500 - £35,000 + Substantial Benefits

We are acting on behalf of a number of clients who include some of the City's most successful Merchant Banks and Stockbrokers. As a result of continuing expansion and development of their corporate services, they seek additional Executives and Managers to join their Corporate Finance departments. At executive level, we welcome applications from Solicitors or Chartered Accountants, aged up to 32, who are keen to make a career move. Experience of corporate finance related matters from a practice standpoint, while an obvious advantage, is not essential but candidates will be expected to demonstrate an appreciation of the nature of the work involved. For the Managerial positions, expensive within a financial institution of mergers/acquisitions and/or new issues work is essential.

#### **INSTITUTIONAL SALES STOCKBROKING**

Several of our clients, which include some of the most prestigious UK stockbroking firms, are seeking to strongthen their Sales Capacity in the following sectors:

\* OILS
\* CHEMICALS & PHARMACEUTICALS
\* FINANCIALS
\* EUROPEAN EQUITIES

We would therefore welcome-applications from young Stockbrokers with at least eighteen months front-line sales expenence.

Salaries will be in accordance with age and experiences but will include substantial performance related bonus. To discuss these positions or to find more about our comprehensive range of opportunities in Merchant Banking, Stockbroking, and Fund Management, please contact our City Recruitment Team: Robert Digby, Christopher Lawless, Stuart Clifford or Andrew Mallinsons.

Financial Recruitment Specialists 16-18 New Bridge St, London EC4V 6AU Telephone 01-583 0073

#### **Fund Management** U.S. Bonds

A pre-eminent investing institution with substantial funds under management, on a global basis, seeks a highly able individual to manage their U.S. bond portfolio.

Candidates, probably aged 25 to 35, will be conversant with the U.S. Fixed Income Market and will ideally have experience as an Analyst or a Fund Manager. Specialist U.S. economists with a desire to develop a careeer in fund management will also be of interest. Good communicative skills and the ability to work well

The successful candidate will take full day to day responsibility for the U.S. bond portfolio, within a team covering all U.S. markets. Full training and support would be provided for an individual with a sound background knowledge of the U.S. market but no direct experience of fund management.

Remuneration, including an excellent benefits package, will be made attractive to the right individual. Please contact Stephen Embleton at the Investment Division, 23 Southampton Place, London WCIA 2BP, relephone 01-404 5751. All replies will be treated in strictest confidence.

Michael Page City International Recruitment Consultants-London Brussels New York Sydney

Amember of the Addison Page PLC group

# Funding/Financial Analyst Securities Trading Services

CITICORP INVESTMENT BANK LIMITED is expanding its trading and sales activities, and this development has created an immediate opportunity to join our securities services operations unit as a funding/

As a member of a highly professional team you will interface with securities trading/sales management to analyse the profitability of diversified trading products, track key statistical volume data, be responsible for co-ordinating funding and bond borrowing requirements and understand the impact of new products being developed.

The successful candidate will already have

banking experience most probably with an accounting and/or securities settlements background. A good

understanding of computer systems would be an advantage. You will need to be analytical, decisive and have good communication skills.

This is an excellent opportunity to join a successful expanding unit and an attractive compensation package with the usual bank benefits, will fully reflect your experience and qualifications.

Please write with full personal and career details

to Mrs. Jamie Bloom, Personnel Officer. Citicorp Investment Bank Ltd., 335 Strand, London WC2R1LS.

CITICORP 4

## INSTITUTIONAL SALES

PACIFIC BASIN MARKETS

OPPORTUNITY:

An independent stockbroking firm with substantial international business wishes to recruit two additional persons to join the existing sales team on the Australian and Far East desks, based in our London

The firm has an established reputation for research and dealing expertise in the Pacific Basin region and the successful applicants will receive full support from London and overseas offices.

The ideal candidate will have relevant experience in Far East stock ne ideal candidate will have relevant experience in Far East stock markets. We would also consider applications perhaps from journalists or accountants with a broader regional experience. The successful candidates will certainly have flair, an appetite for success and the desire to travel.

۹.

A competitive remuneration package and stimulating working conditions await the successful applicant.

Please reply with c.v. to Box A8972, Financial Times, 10 Cannon Street, London EC4P 4BY.



King Edward,s Hospital Fund for London

#### APPOINTMENT OF DIRECTOR OF THE KING'S FUND COLLEGE

Applications are invited for the post of Director of the King's Fund College following the death of Mr. Tom Evans. The College is part of King Edward's Hospital Fund for London, which is an independent charitable foundation established in 1897 to support hospitals and assist with the provision of health care.

The College has as its mission the development of health care managers which it carried out through a rapidly expanding programme of field-based consultancy as well as a portfolio of intramural programmes. To do this the College has a strong faculty of some 30 Fellows representing a wide range of interests and concerns within health care management and also maintains a large network of contacts and working relationships with other organisations, both

The College is situated in the centre of London and provides an excellent learning environment for both short courses and longer residential programmes.

The successful candidate must have both commitment to and a flair for management development, particularly as applied to the broader context of health and social policy. Successful experience in a top level post in continuing education which involved significant managerial responsibilities would be a considerable advantage.

The successful candidate will be expected to join the Fund's pension scheme which includes transfer arrangements with the NHS Superannuation Scheme. Salary will be by agreement but will be in excess of £25,000 per annum. Personal consultancy and research to an agreed level may be negotiated.

Applications, giving the name of three persons to whom reference as to character and ability may be made, should be marked "Appointment — Confidential" and sent to the Acting Director, King's Fund College, not later than Monday, 30th September, 1985.

Further information can be obtained from Dr. Iden Wickings, Accing Director, King's Fund College, 2 Palace Court, London, W2 4HS. (Tel: 01-229 9361).

INTERNATIONAL TRADE FINANCE

# **Credit**

The U.K. based subsidiary of a major international banking group requires an executive to join its expanding Credit Department.

Candidates will have had previous credit experience in a banking environment and should possess a high level of initiative and professionalism.

Probably aged between 27-35, the successful applicant will be required to appraise and comment upon proposals received and consequently the

necessity for accurate report writing and effective communication are essential requirements. The salary will be up to £25,000 and the benefits will include a company car.

Confidential Reply Service: Please write with full CV quoting reference 1970/RS on your envelope, listing separately any company to whom you do not wish your details to be sent. CV's will be forwarded directly to our client who will conduct the interest of the conduct the interest of the conduct the interviews. Charles Barker Recruitment Limited, 30 Farringdon Street, London EC4A 4EA.

CHARLES BARKER

ADVERTISING-SELECTION-SEARCH

Treas

# Syndication Manager

**New Issues** 

to £35,000 + Package

We are acting for a major European banking group with a substantial reputation in the international capital markets and a successful track record in the management of new issues.

Substantial growth has created the need to appoint a Manager to assume control of a small but expanding syndications team. Reporting to the Syndicate Director, the role will require active participation in the daily running of the department and the pricing of issues.

The ideal candidate must have a sound knowledge of the Eurobond markets and currently will be working in syndications or possibly sales or trading with a notable securities house. Attractive career prospects are available to someone with the requisite ability and flair to succeed in this challenging role.

The salary is fully negotiable and a competitive benefits package will include a performance related bonus scheme. Interested applicants should contact Jonathan Williams on 01-404 5751 or write to him, enclosing a comprehensive curriculum vitae, at 23 Southampton Place, London WCIA 2BP, quoting ref. 3530.

Michael Page City
International Recruitment Consultants—London Brussels New York Sydney A member of the Addison Page PLC group

# Managing Consultant

Citibank, the world's premier Financial Services Organisation, is expanding its Global Cash Management Consulting team in London.

We are looking for a Managing Consultant to manage a team of professionals responsible for the marketing and delivery of the bank's cash, exposure and treasury consultancy services throughout Europe, the Middle East and Africa.

Based out of London, you will manage the consulting and marketing requirements of the bank's institutional clients in a given geographic region. Such requirements cover all aspects of Treasury Management, from the establishment of Offshore financial vehicles and Multilateral netting systems for sophisticated
multinationals to advising corporations on the most
efficient techniques for cash and exposure management.
You will have a seasoned knowledge of the

foreign exchange markets and of corporate cash and treasury management, gained through at least 5 years'

financial experience at a major International bank or Corporate Treasury. You will have marketing skills and possess a broad understanding of the concepts and applications of state-of-the-art electronic banking. You will have a proven track record of managing a team of professionals and feel comfortable with negotiations at a senior level. A knowledge of another European language, particularly German, would be to your

In return, we are offering an excellent benefits package that will handsomely reflect your experience and qualifications. Please write enclosing full career details to Joanne Noble, Group Personnel Officer, Citibank NA, 336 Strand, London WC2.

CITIBAN( 😌



Greene, King & Sons, plc

#### ASSISTANT COMPANY SECRETARY

Excellent salary and car

Greene King is an old-established and highly successful, quoted regional brewer with its head office in Bury St.

The founding families are active in the management of the company and are dedicated to its continued growth

The present Assistant Company Secretary retires in early 1986 and it is intended to appoint his successor in

The successful applicant may, on occasions, be expected to deputise for the Company Secretary and take specific responsibility for a wide range of functions, including the administration of the company's pension funds.

He or she will be a Chartered Secretary with, ideally, a legal qualification and will have current experience of pension fund administration. The position will be particularly attractive to mature candidates, aged between 40-45, who would enjoy providing a very professional management service in a company with an exceptional ambience and situated in an extremely attractive rural location.

There is a fully competitive salary, and benefits include pension scheme, car and relocation assistance.

Please write with full career details to Mr A J Edmondson, advisor to the company, quoting reference 4109.

Inbucon Management Consultants Limited, Knightsbridge House, 197 Knightsbridge,



**Century Factors Limited** 

#### **Regional Director** London

(Sales)

**Regional Manager** 

Manchester

## **Regional Manager**

Birmingham

Century Factors is the fast growing factoring subsidiary of Close Brothers Limited and, due to our expansion, we are seeking Regional Director/Managers with a successful track record selling factoring or allied financial

Flexible compensation package commensurate with experience and ability. Applications in strict confidence to:



Peter Webb **Marketing Director** CENTURY FACTORS LIMITED Southbrook House 25 Bartholomew Street Newbury, Berkshire RG14 5LL

A MEMBER OF CLOSE BROTHERS GROUP PLC

#### SENIOR DEALER

Well known European bank is seeking to expand its dealing room and requires a forward/deposit

Ideally aged between 27-33, the candidate must have at least five years' experience in one or more

Attractive salary package negotiable. Please send c.v. with details of present salary/

> Box A9090, Financial Times 10 Cannon Street, London EC4P 4BY

# Managing Director

Home Counties

£60,000 Indicator

For a £100 million turnover profitable and autonomous market led subsidiary of a very substantial international group, whose style is decisive and direct within a well structured and highly acquisitive framework. Products are of high quality and design and the company occupies a leading position in competitive, fast-moving, price sensitive markets. The appointee will direct and lead the business through a period of carefully planned and far reaching above a with similiar transfer to the company with similiar transfer to the company with similiar transfer. change, with significant investment in manufacturing resources, new products and further market development in key areas. The role carries full profit accountability and the authority necessary to achieve a demanding growth programme. The person appointed will be able to demonstrate outstanding success in a substantial, market led manufacturing company, having held complete profit responsibility for the business and its development.

Age envisaged is under 50.

Strict confidence will be observed.

Male or female candidates should telephone in complete confidence for a Personal History Form or submit a comprehensive CV to A.D. Kelly, Hoggett Bowers plc, 36 High Street, Eton, WINDSOR, Berkshire SL4 6BD, 07535 50851, quoting Ref: 44252/FT.

#### International **Portfolio Management European Fund Managers/Analysts**

City based

Our client, a major force in investment management, is currently looking for outstanding young Analysts and Fund Managers to join their European team.

For both positions candidates should ideally have a minimum of two years' European experience in a parallel role and be educated to degree level.

Salary negotiable

A highly competitive package is offered with salary negotiable depending on experience. Please send a full CV together with the name of any organisation to which your applications should not be forwarded, to: The Managing Director, (Ref: 1462c) Associates in Advertising Ltd., Columbia House, 69 Aldwych, London WC2B 4DX.

associates

#### **CORPORATE DEVELOPMENT AND PLANNING**

Recently Qualified C.A.

c.£15,500 + Car

Our Client, a profitable and progressive international manufacturing Group, (T/O c.2600m.), seeks a recently qualified Chartered Accountant to join their small and closely integrated Corporate Headquarters on the western outskirts of London as a member of the Corporate Development. and Planning Department. Responsibilities will embrace corporate planning, investigations and acquisition studies.

Candidates will have qualified recently with a major firm and possess a good degree and professional examination record. They should also have the maturity and personality to relate to senior management in both UK and Europe, together with a desire to establish a career in industry. Analytical and presentation skills are important.

Confidentiality is assured until the job description has been discussed with candidates. Relocation assistance may be considered; employment conditions include BUPA and a non contributory pension. Please send a detailed resumé of your background and career to include current salary and evening telephone number to Christopher Garfit at:

D. BRYAN ANDREWS ASSOCIATES Executive Search and Management Selection St. Martin's House, 29, Ludgate Hill, London EC4M 7BQ.

APPOINTMENTS ADVERTISING APPEARS EVERY THURSDAY

Rate £37.00 per single column centimetre plus VAT

Opportunity in a major U.S. bank for young ambitious....

## STERLING DEPOSITS DEALER £15-20,000

We are searching for one or more young dealers, (probably aged 23-26) with some 2-3 years experience in money markets trading the opportunity would be ideal, for instance, for a potential 'high-ffyer' within a smaller bank.

As one of the largest U.S. banks with a strong and expanding treasury function, this role will offer involvement in all types of instruments including interbank deposits, CD's, treasury and eligible bills and financial futures.

Most important however, is the young dealer who can innovate within these markets by adopting a more imaginative approach to trading. The bank offers a performance bonus to reward such skills, as well as the normal range of banking benefits.

Interested candidates should contact Kevin Byrne on 01-588 6644 (until 7p.m. on Thursday 1st August) or send a detailed C.V. to the address below - all applications will be treated in the strictest confidence.

Anderson, Squires Ltd., Bank Recruitment Specialists, 127 Cheapside, London EC2V 6BU

Anderson, Squires

GENERAL MANAGEMENT To £25,000 + Car C. London	This high profile role, with a medium sized trading group, is ideally suited to an ambitious and communicative ACA aged 30-35 who can make an effective contribution as a key member of the general management team. Essential requirements are the ability to implement sophisticated systems and commercial experience at operating company level.  Ref: MJH
COMPANY ACCOUNTANT c. £20,000 + Car Middlesex	Are you sufficiently conversant with all aspects of accounting and capable of holding down the most influential position below board level with this prestigious service group? If so, our client would like to meet you. Candidates should be qualified, aged 28-38 and be able to demonstrate the versatility and ambition essential to such an important appointment.  Ref: JFH
COMPUTER AUDIT To £20,000 City	A unique opportunity for a young Chartered Accountant to progress rapidly within this major firm. You will have at least two years post-qualification professional or commercial sector computer audit experience and be familiar with a wide range of hardware, coupled with high degree of technical competence. Senior Manager potential required.
GROUP ACCOUNTANT c £20,000 Surrey	An outstanding opportunity which will enable the successful applicant to play a major role in the reorganisation of this leading industrial group as it plans for the next decade, Applications are invited from graduate ACA's aged 27-34 who can demonstrate an appreciation of group accounting matters, good technical skills and the ambition to warrant early promotion.  Ref: MJH
VENTURE CAPITAL To £16,000 + car City	Renowned for its investment track record and ability to bring companies to the Stock Market, this Venture Capital Group seeks to strengthen its management team by the appointment of a recently qualified Accountant aged 24-28. Acquisition studies, investment appraisals, the preparatory work for flotations and financial control of subsidiaries combine to form a challenging appointment.  Ref. JFH
DEPUTY CHIEF ACCOUNTANT £16,000 C. London	An accomplished Chartered Accountant aged 30-45 with proven line skills gained in a commercial environment is sought by our client, a leader in its sector. You will be responsible for controlling all day-to-day, periodic and statutory reporting matters. A challenging role in a fast moving environment with excellent scope for progression.  Ref: KRJL

# The complete financial selection service College Hill Chambers, 23 College Hill, London EC4R 2RT. Tel: 01 248 7851/8 (24 hours)

# Sales Manager/Trader **OTC Market**

Our client is a Licensed Dealer in Securities with an expanding clientele subscribing to research material provided by experienced investment analysts.

The corporate plan of our client now calls for the establishment of an OTC sales and trading operation which will be able to take advantage of already planned new issues and the established client list.

Candidates should have experience of the OTC market, have a proven sales record and the energy and determination to build a successful operation.

Salary is by negotiation but it is envisaged that a very good basic salary will be enhanced by a results-oriented commission scheme offering the successful candidate the opportunity to earn a substantial income.

Please contact David Grove - Consultant to the Company. All applications will be treated in strict confidence,



170 BISHOPSGATE, LONDON EC2M 4LX TELEPHONE: 01-626 7927/01-283 7451

ITS

## **GILBERT ELIOTT & COMPANY**

**EQUITIES & CONVERTIBLES** 

Our recent association with Girozentrale Vienna has exciting implications for a firm hitherto best known for its No. 1 rating in the U.K. corporate debenture and preference share markets and its specialisation in limited areas of the equity

Girozentrale's consolidated shareholders' funds now exceed £182m while total assets exceed £9 billion. In recent years, the main emphasis has been on developing international investment banking expertise and the important London branch will shortly be joined by representative offices in New York and Hong Kong.

GE will play an active part in these developments both in the U.K. and internationally. To this end we are seeking both to build upon our this end we are seeking both to build upon our established specialisations and to expand into

new areas. We intend in addition to cover the Austrian and German markets.

Our equity department would like to hear from

sales executives at all levels, particularly those with experience in the oil, retail, food manufacturing and building sectors and from analysts in these or other areas, especially those with an international outlook.

Our convertible department is also scheduled for expansion and we are seeking sales executives/analysts with relevant experience. Applicants should contact Peter Mills (sales) or Tony Maybrey (research) on 01-628 6782, STX 4899, or by letter to Gilbert Eliott & Company. Salisbury House, London Wall, London EC2M

All replies will be dealt with in the strictest confidence.

# FRN Trader

Salary negotiable

Our client, a leading UK Merchant Bank with an active presence in the Eurobond market, is currently seeking to develop its FRN trading capacity.

Consequently they wish to recruit an FRN trader, with a minimum of one year's experience to join a successful team looking to further expand its position in a market making role.

The successful applicant will have a sound knowledge of US\$ and/or UK£ money market instruments. A flexible approach combined with a direct and positive attitude are essential.

This is an excellent opportunity to progress in a highly professional organisation fully committed to

A highly attractive remuneration package is available and interested applicants should contact Sally Poppleton or Jonathan Williams on 01-404 5751 or write to them, enclosing a comprehensive curriculum vitae, at 23 Southampton Place, London WC1A 2BP, quoting ref. 3528.

Michael Page City International Recruitment Consultants - London Brussels New York Sydney Amember of the Addison Page PLC group

#### Treasurer

This is a senior position with a minimum initial term of two years.

The successful candidate will take responsibility for the Bank's entire balance sheet as well as the development and expansion of the Bank's treasury activities, both domestically and internationally.

As the second largest Saudi bank, with a domestic network of over 130 branches, Riyad Bank is well placed to promote its presence in the international marketplace. Its first overseas branch, in London, commenced operations in

Reflecting the importance of this position, candidates will have already achieved an executive treasury position within a major international

Naturally a position of this importance will command a substantial and competitive tax free salary together with a comprehensive benefits package including free accommodation, generous vacation allowance, free health care, and other benefits associated with such appointments.

Those who feel suitably qualified should submit their Curriculum Vitae in confidence to:-The Chief Manager, Riyad Bank, London Branch Licensed Deposit Taker, Temple Court 11 Queen Victoria Street, London EC4N 4XP.

Luton

to£12,000 pa

Ernst & Whinney is one of the largest and fastest growing international firms of Chartered Accountants. As a result of further business development we can now offer in our Luton office an interesting and challenging opportunity in Trust Administration.

Responsible for a diverse portfolio of clients, you will be a member of the Institute of Bankers (Trustee diploma) or otherwise suitably qualified, upwards of 25 and possessed of a keen sense of commercial awareness.

The candidate who demonstrates the necessary progress and commitment will find that prospects of management in the short/medium term are good.

Applicants should write in strict confidence, enclosing full CV to Robin Dunlop, Ernst & Whinney, 65 Park Street, Luton LU13JX.

Ernst & Whinney

Accountants, Advisers, Consultants

#### **Fund Manager Private Clients** £17-20,000 + car

Harrogate

Our client is a newly established financial advisory and management company. Under a well proven management team with an enviable track record it already has substantial private client portfolios in addition to a quoted investment. Trust, it is anticipating a significant increase funds under management within the next ye This challenging and responsible position calls for a thorough understanding of clients needs and personal communication skills. It will be of obvious appeal to candidates aged c.45/50 with relevant.

Lloyd

Management 125 High Holbarn London WC1V 6Q

experience seeking further responsibility in a growing organisation which views the opportunities presented by the coming City revolution with great confidence. Younger applicants, aged c25/30, with demonstrable experience will also be considered.

Salary is negotiable and assistance will be given to relocate to this most attractive part of Yorkshire

e write in confidence with full CV or phone David Tod BSc FCA on 01-405 3499 quoting ref; D/276/HF

spent on third-party research and services.

products, originating mostly in the U.S.A.

MANAGING DIRECTOR FINANCIAL SERVICES MARKETING

£40,000 + BONUS

The New York Times estimates U.S. institutional broker-

age commissions in 1984 at \$3 Billion, of which 25% was

A new company, associated with an established broker,

requires a highly motivated individual to plan and execute a

successful sales campaign aimed at institutional investors in

the U.K. and on the Continent. The objective is to identify

clients' needs for third-party services and interface with

The ideal candidate will be well acquainted with the major

financial institutions and have the ability to take advantage of

BOX A9088, Financial Times, 10 Cannon Street, London EC4P 4BY.

Potential to increase base earnings significantly. Please reply in confidence, enclosing a full C.V. to:-

CITY

A vacancy has arisen for 2 trained brokers. The successful applicants will be aged 23+ and of a smert appaarance. No previous experience necessary as full training will be given. For a confidential interview

ALAN BIGGS on 01-283 6800

INVESTMENT BANKING MANAGER

Required to take charge of newly formed subsidiary of expanding banking group with strong Indian base. Knowledge of Gujareti preferred. Selety range £18,000 plus benefits.

Write Box A9086. Financial Times 10 Cannon St., London EC4P 4BY

Appointments Wanted

ENTERPRISING ENGLISH

Economist/Marketeer

seeks challenging and lucrative

overseas work. Will travel

anywhere on contract

Write Box A9089, Financial Times 10 Cannon St. London EC4P 4BY

GERMAN MONEYMARKET DEALER, 26

Three years' merchant banking and 3 years' trading experience will U.S. bank, seeks fresh challenges outside Germany, preferably related to new figuratial insuruments (eg. fruures, opposes set).

Write Box A9087, Financial Times 10 Cannon St. London ECAP 48Y

CORPORATE FINANCE EXECUTIVE

this rapidly expanding market.

to join the expanding Corporate Finance department of a recently formed merchant banking and financial services company.

The person will be an ambitious and enthusiastic graduate aged between 25-30 with a minimum of two years' experience in the Corporate Finance department of a merchant bank or stockbrokers.

The activities of the department, which involve both UK and international clients, include providing advice on company incorporation and financial structure, private placements, divestments, acquisitions and mergers and the raising of debt and equity finance. Some travel is

Salary is negotiable in the region of £15,000 p.a.

Please reply with curriculum vitae to: Box A9085 Financial Times, 10 Cannon Street, London EC4P 4BY

#### PRIVATbanken seek **Personnel Officer** for new appointment

Continued expansion and growth has led PRIVATbanken Limited, a subsidiary of the leading Danish Bank in London, to seek a professional Personnel Officer to manage its personnel affairs.

The incumbent will report to the Head of Operations but to reflect the importance of the role, it is envisaged that a functional reporting line will be established to the Chief Executive. The duties are varied and will include recruitment, benefits administration, staff counselling and the maintenance of personnel records.

The ideal candidate will be professionally qualified, aged 25+, and will have had experience in a Financial Institution or similar environment. The ability to communicate effectively with all levels of staff and to work largely on your own are necessary.

The salary is negotiable and will be supplemented by a banking benefits package.

Applicants should write, enclosing a full CV, to: Mr. R. W. Walters, Head of Operations, PRIVATbanken Limited, 107 Cheapside, London EC2V 6DA.



#### LEASING EXECUTIVE **BRANCH MANAGER**

SALARY NEGOTIABLE

Rapidly expanding American finance company seeks applications from suitably qualified individuals.

Please write with c.v., in strict confidence, to Box A9092. Financial Times 10 Cannon Street, London EC4P 4BY

#### **HESELTINE MOSS & CO**

READING : LONDON : BRISTOL : CARDIFF CHELTENHAM : CHICHESTER : GLOUCESTER NEWBURY : OXFORD : SWANSEA

are looking for PARTNER'S ASSISTANTS

for their offices in:

CHELTENHAM **SWANSEA** 

Ideally applicants should have been working for a member firm for at least 2 years, preferably in a Private Clients department, and should be aged 23-32. The successful applicants will be expected to service existing Heseltine Moss & Co. clients and must be prepared to meet clients in person on a regular basis.

Please apply in writing with CV to:

A. F. Smith (Administration Partner) Heseltine Moss & Co. 30/31 Friar Street Reading RG1 1AH

Please Indicate preferred location with application

#### NEED HELP TO ACHIEVE **CAREER OBJECTIVES?**

Connaught provide the world's most successful job search service for executives earning over £20K.

We will help you find the best available position in the UK or overseas quickly and confidentially. Success is assured with our team of experienced career advisors, skilled marketing and research staff.

information systems and technology yet devised for the

top executive seeking a career move. An initial meeting is without cost. Contact us today and take your next step to success.

combined with the best network of contacts.



# **Financial Futures**

Morgan Futures Corporation requires an experienced institutional futures broker, preferably a graduate. Fluency in European languages will be a definite advantage. You will be a self-starter, showing high energy and motivation.

You must have the ability to build sound professional relationships to generate additional business from the bank's extensive client base.

The remuneration package is negotiable to truly reflect your experience and potential. Benefits include profit-sharing bonus, mortgage subsidy, non-contributory pension, life insurance and medical plans.

Career prospects to develop within the bank are excellent

Send your c.v. to Geoff Morgan, Morgan Guaranty Trust Company of New York, Morgan House, 1 Angel Court, London EC2R 7AE.

The Morgan Bank

The UHDE Group with various subsidiaries and affiliates around the world, ranks amongst the world's leading chemical engineering contractors. It's UK subsidiary – UHDE LIMITED is now looking for a

#### Finance Manager

Your task: development and execution of middle and long term financing, including cash management. Handling of tenders, offers, contracts and shipping documents, guarantees and credit insurances procedures with ECGD We expect: You to hold relevant business and commercial qualifications, preferably several years commercial experience in a Chemical Engineering environment or associated banking background.

We offer: Excellent salary and all the benefits associated with a large international group, possibility of overseas travel, modern place of works.

If you are interested in this post, please apply, enclosing details of

previous experience, qualifications and salary to:
Dr. G. Zacher, Managing Director, UHDE Limited, Hoechst House,
Salisbury Road, Hounslow, Middlesex, TW4 6JH.



Our client is one of the major British financial organisations, with assets employed of over £1,000m.

A vacancy has arisen at the Group's head office in London for a senior executive with substantial experience in the assessment of credit worthiness, particularly in commercial lending. As the Number 2, you will deputise for the Manager in his absence and, as a member of various Credit Management Committees, you will assist in controlling and monitoring the credit policy within the Group. Additionally, you will have authority to approve loans at the highest level.

You must be professionally qualified, e.g. A.I.B., A.C.I.S., or in Accountancy and, ideally, be aged around 35.

The overall benefits package is attractive, and includes a non-contributory pension, a share arrangement, assistance with a mortgage and, if necessary, with relocation expenses.

Please write, in strict confidence, enclosing CV and quoting ref. 322, to Douglas Atkins.



Management & Recruitment Consultants 19 Britton Street London EC1M 5NQ ASSOCIATES LTD. Telephone: 01-250 0003

### International banking with VATbanken

Continuing growth in the UK market has created an exciting opportunity for a qualified credit analyst to join the expanding UK business development team of PRIVATbanken Limited, a subsidiary of the leading Danish Bank in London.

Applications are invited from analysts aged 23-27 who have strong credit analysis ability and experience of assessment of UK corporate borrowers. An attractive remuneration package is being offered, with good promotion opportunities for the

Applicants should write, enclosing a full CV, to: Personnel Department, PRIVATbanken Limited, 107 Cheapside, London EC2V 6DA.



# Accountancy Appointments

# Financial **Accountant**

c £17,000 + Car

Our client is a profitable and progressive firm based in Windsor and well known for its design and world-wide marketing of innovative computerised banking systems. Recent expansion and encouraging trends have created a new vacancy for a fully qualified financial accountant to manage the company's accounting affairs and assist in its growth.

The main responsibilities of the post are to provide essential accounting controls and to utilise the fully computerised systems so as to produce meaningful financial information for strategic management.

Candidates must be familiar and comfortable with computer-ised systems. A meticulous and industrious approach combined with energy and commercial acumen will make for success in this friendly and business like firm. The starting salary will be around £17,000 p.a. plus bonuses

Other benefits include a car, contributory pension scheme and private health insurance. Applicants able to travel daily to Windsor should send a full

BinderHamlyn

MANAGEMENT CONSULTANTS Trevor Austin, Executive Selection Division Binder Hamlyn Management Consultants 8 St Bilde Street, LONDON ECAA 4DA

# GROUP FINANCIAL CONTROLLER

North London

From £20,000 + Car

Our client is the leading manufacturer, and distributor, of high-quality selfassembly furniture units.

They are now eager to appoint a Senior Financial Executive, who will assume responsibility for the day-to-day running of the finance and administration function. Candidates for this appointment will be ambitious, qualified accountants in

their 30's, who have a minimum of three year's post qualification experience, gained in a well run manufacturing environment.

Written applications, in strictest confidence, should be submitted to Neil Gillespie or Colin Vasey at our London address, quoting reference number 5475.

410 Strend, London WC2R ONS. Tel: 01-836 9501 26 West Nile Street, Gissgow GI 2PF Tel: 041-226 3101 113/115 George Street, Edinburgh EH2 4IN. Tel: 031-225 7744 Brook House, 77 Fountain Street Manchester M2 2EE. Tel: 061-236 1553



ACCOUNTANCY APPOINTMENTS APPEAR EVERY THURSDAY

#### **Financial Controller**

Circa. £16,000

We are a rapidly growing strategic and general management consultancy with offices in both the UK and the USA and a total of 30 professional staff.

We are looking for an energetic ACA or ACMA in his/her mid to late 20s to take full responsibility for our computerised accounting

A shirt-sleeve approach and a desire to make a significant contribution to the continuing growth and development of our business are essential pre-requisites for this job.

Pay, including estimated income from the company profit-share scheme, is circa £16,000.

Please write, including a c.v., to Mike Hudson, The Addison Group, 39 Harrington Gardens, London SW7 4JU, by August 12 at the latest.

STRATEGIC MANAGEMENT CONSULTANTS

THE ADDISON GROUP



## FINANCIAL DIRECTOR (DESIGNATE)

**WEST LONDON** 

TO £25,000 + CAR

Our client, Holborn Law Tutors, is the leading private legal college in Britain, and with its associated parallel operations, based in Central London and Overseas, makes up a forward-looking and highly successful private group with ambitious expansion plans.

This is an exceptional career move for an energetic, personable and computer-literate qualified Accountant, aged 30-40, capable of taking responsibility for the whole financial spectrum and with the personality and self-confidence to deal with the Group's advisors, etc.

If you consider that you have the necessary personal and technical qualities to fulfill this newly created role, please reply in writing to the address below quoting Reference DRW/32 or telephone for an application form. If you consider that you have the necessary personal and technical qualities to fulfill

01-638 3955

63/65 Moorgate, London, EC2R 6BH



# International Appointments

# **Manager Northern Europe Banking/Financial Systems**

Our client is a computer manufacturer whose products can handle high numbers of terminals which access large databases in on-line multiprocessing environments.

After three years in Europe they are firmly established in specific vertical market sectors where their products support Banking and other Financial Institutions and Libraries as well as the more technically demanding areas which utilise networked configurations.

They now wish to recruit a Senior Industry Professional to manage their Northern European business

The Manager Northern Europe will have responsibility for ensuring continued company growth in Benelux, Germany, Switzerland and Scandinavia.

This will require definition and implementation of Sales, Marketing and Support plans throughout the territory from an Amsterdam base.

Employees comprise Sales and Marketing, Finance, Support and Services Managers leading teams of experienced staff.

The Manager Northern Europe responds to the European Vice President residing in the UK and reporting to the parent in continental North America.

Applicants for this Senior Management position should be between 35 and 45 and will be experienced in the following:

Banking & Financial Markets

Major Account Management

Sales/ Marketing Management

 Budgetary Control and **Business Reporting** 

Contract Negotiation

Our client seeks a person who shows an aggressive approach to business growth management but where this quality will be moderated by experience and professional maturity.

The successful candidate will be offered a benefits and relocation package that will reflect status and the contributions made in maintaining and increasing the company's penetration of the European market-place.

Telephone Rex Ashcroft during working hours on Amsterdam +3120429828 or +3120761916 in the evenings, or send your CV to him at Ashcroft Recruitment Management by, P.O.Box 7013, 1007 JA AMSTERDAM, Holland if you prefer quoting ref. 543.

Confidentiality is guaranteed.



#### Ashcroft Recruitment Management b.v., Computer Personnel Division SPECIALISTS IN THE MANAGEMENT OF STAFF RECRUITMENT AND CONFIDENTIAL CAPEER O De Boelelaan 759, 1082 RS Amsterdam. Tel. 020-429828

#### **Legal Partnership Opportunities** in New Zealand

One of New Zealand's largest and most successful commercial law firms is seeking suitably qualified people to provide a new generation of thinking, leadership and business development in two areas, namely tax trust estate planning and general corporate and commercial work with the emphasis on

lawatem is Auckland. The firm has an outstanding reputation for it's work in all facts of the profession and has a large private and container all chent base. Partners will work closely with the successful applicants and there are experienced staff solutions to landle the detail such

as will drafting estate administration, etc.

These positions will appeal strongly, either to expatrante New Zealanders, or to solienors who satisfy the current regulations covering permanent residence in New Zealand. Experience in general practice with specialisation in

the areas mentioned would be an appropriate background Age is likely to be 30's to early 40's. The meome will be high leave is cenerous, and there is an attractive subbatical leave scheme. Auckland (the City of sails) population 509,000, is one of the most attractive harbour cities in the world, the chinate is almost sub-tropical, the lifestyle is relaxed and living conditions recreational facilities are

Janial and receive will be conducted in London by Mr N.L. Gudden, our Managing Director, who would require resumes and apple atoms in tore August 5th C's Migration Branch, NZ High Commission, NZ House, Hayrarket, London SWLY 4TQ, or less ing a wessage at telephone (21) 370-3737. Me thelden will also be prepared to discuss more junior positions in the firm with younger, qualified practitioners.

MANAGEMENT CONSULTANTS & Regent Building, 316 Cucen Strect Ph. 773-119, P.O. Box 5621 Auckland

ABROAD LIMITED in marriage providing confident sployers providing confident information to its mamber openes, relating to employed experiates and nationals marriaged.

EMPLOYMENT CONDITIONS

INTERNATIONAL **APPOINTMENTS** APPEAR EVERY THURSDAY

> Rate £37.00 per Single Column Centimetre

Plus V.A.T.

A leading

#### top Swiss bank

wishes to strengthen its capital market group in Switzerland.

A senior active

#### marketing personality

is required to market public bond issues, private placements, corporate finance and other major financial products to key world supranationals and corporates.

The successful candidate will ideally offer a graduate based education and several years experience with a merchant/investment banking environment. Apart from English, fluency in either German or French would be an advantage.

This position will involve a wide range of travelling. Key qualities are communication skills, a strong credit background and the ability to establish and cultivate client relationships. Please send your detailed job application to : Chiffre P-03-990228 Publicitas, 8021 Zurich, Switzerland.

## FINANCIAL **ANALYSTS** Hong Kong

We are a leading financial Group in the Far East and we are looking for bright young financial analysts who are interested in working in Hong Kong.

If you are 23-26 years old, unmarried, have had graduate-level education, presently working as a junior analyst with a stockbroking, fund management or other financial institution and you are keen on spending a few years developing a career in Hong Kong, please write to us with a résumé and details of yourself.

For successful candidates we plan to offer an initial salary within a range of HK\$150,000 to HK\$180,000 a year. In addition, there is an attractive bonus scheme. Thereafter, if you prove to be successful, you can expect fairly rapid escalation of remuneration.

> Those interested please write to Box A9082 Financial Times, 10 Cannon Street, London EC4P 4BY

# Accountancy Appointments

# Head of Finance

Communications

The company markets and sells a range of business products and services in the high

c £27,000

substantial British parent group. This market leader has an impressive record of growth and is on target to achieve a turnover of £50m this year.

The Head of Finance will be expected to make a substantial contribution to strategic planning and the commercial management of the business. The priorities will be closer inter-action between finance and other functions, together with the introduction of new information and control. systems. The person appointed will also represent the organisation to external bodies.

Autonomously managed, it has the support of a

Arthur Young Executive Selection

technology communications sector.

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

You should be a qualified accountant probably aged between 35 and 40. Your experience will include leading an accounting function and ideally exposure to manufacturing and marketing led companies. Success in this role will be determined by effective communications and indepth intellectual abilities and the determination and organisational skills to manage change.

Please reply in confidence, giving concise career, personal and salary details, quoting Ref. ER802, to Heather Male, Executive Selection.

Arthur Young Management Consultants, Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH.

# Group Finance **Director**

#### South East

An outstanding opportunity has arisen for an able, mature and widely experienced Finance Director to join the senior management team of a UK based group operating world wide, in an unusually strong growth sector of the construction industry.

With responsibility to the Chairman, the prime task will be to exercise stringent financial and treasury control, to ensure the achievement of profitable growth targets, both organically and by further acquisitions. Other essential areas of responsibility will include the negotiation of funding, currency management and securing ECGD cover. The finance function is well managed and largely decentralised.

#### From £35,000

Candidates should be Graduate Chartered Accountants in their forties with a high level of relevant industry exposure internationally, a respected reputation in the City and the all round fitness necessary to match this demanding role. The salary is negotiable from £35,000 pa plus car and a good benefits package.

Please write in confidence, with full career details and quoting reference B6564/L to J W Hills, Executive Selection Division, Peat, Marwick, Mitchell & Co, 165 Queen Victoria Street, Blackfriars, London EC4V 3PD.

PEAT MARWICK

#### NEWLY ACQUIRED ACCOUNTANCY

**APPOINTMENTS** 

ful in the recent Part II examinations.
We propose to publish the list in our leave of Thursday, September 25, which will also contain several pages of advertisements under the heading of "Newly Qualified Accountancy Appointments." The advertising rate will be £37.00 per single column centimetre. Special positions are available by arrangement at premium rates of £44.00 per soc. Newly Qualified Accountants especially Chartered, are never easy to recruit — don't miss this apportunity!

**GUIDE TO RECRUITMENT** CONSULTANTS and entries in the guide will be charged at £55.00 which will include company name, address and tele-phone number.

For turther details please tele; ROBERT WINTER on 01-236 9763

LOUISE HUNTER

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

# Tax Accountants

#### Make a move that will take you all over the world

Geophysical Service International is engaged worldwide in the business of oil exploration. GSI is a division of Texas Instruments Limited, a leader in information technology...

The company requires the services of a

- progressive, outgoing accountant with the following:

   Chartered or other accounting qualifications Fluency in English and Arabic
- Willingness to travel extensively in Europe, Africa, the Middle East and the USA - A minimum of 2 years accounting experience with

preference given for tax expertise.

We offer an attractive salary, commensurate with experience, as well as an exceptional benefits package. The position will be based in Bedford, England, and the multi-national environment of the company offers considerable scope for career advancement.

Make your first move now by writing, in complete confidence and enclosing a full curriculum vitae, to:

Caroline James, Geophysical Service International, Texas Instruments Ltd., Manton Lane, Bedford.





# **Accounting & Reporting Manager Europe**

#### West of London c£25,000 plus Bonus plus Executive Car

Our dient, a multinational computer manufacturer rapidly moving up the Fortune 500 ranking, regards London as the financial data collection centre of its European network of subsidiaries and distributors. Impressive recent expansion has taken

this function into the mainstream of management and it is now necessary to appoint an internationally-minded manager to set up and maintain a regular flow of monitored and interpreted information firstly to the European Director of Finance and thence to the parent board in the USA.

applicants will need to have spent at least five years in a US multinational, quite apart from being professionally qualified

preferably with a degree or a postqualification diploma. Wide accounting skills, knowledge of American and European tax systems, the development of company financial policy, liaison with marketing, forecasting, and far-reaching analytical and reporting functions outline the variety of work.

Open to all EEC nationals with fluency in English and at least some understanding of another European language, this position is based West of London but cannot be described as deskbound given the involvement with European subsidiaries.

Our die starting salary circa £25,000 plus bonus. An excellent benefits and incentive package is in operation which includes an executive

car and private medical insurance. In coreer development terms, prospects of opportunities within the organisation are first-dass.

Send a detailed c.v. quoting ref No. C141 to Roger Juniper, Juniper Woolf & Partners Ltd., 22 New Concordia Wharf, Mill Street, London SET 288. Please list in a covering letter any organisation to whom your application should not be forwarded.



RECRUITMENT ADVERTISING - SEARCH & SELECTION

# Finance Director

London

c. \\$40,000

Our client is an Offshore Service & Engineering Group with a turnover of approximately \$50m.

We are looking for a qualified Accountant who possesses good financial control skills and who has considerable credibility with banks and institutions. The ideal candidate will be a 'down to earth', commercial and forward

thinking person who can get involved at all levels and project the impact of events on profitability and cash flow. He, or she, will probably be aged under 45. This is a marvellous opportunity to join an exciting and progressive company at a critical stage of its growth. Equity participation and

normal other benefits provided. If you would like to discuss this appointment in greater detail, please write to Robin Fremantle, enclosing your CV:

**Chief Accountant** 

A Senior Opportunity In Information Technology

Our clients, a dynamic subsidiary of a world-leading information technology organisation, market and service a range of low-volume, high-value products to a wide variety of UK-based/multinational companies. Due to continual expansion, they now require the services of an ACA-multinational companies. Due to continual expansion, they now require the services of an ACA-qualified Chief Accountant to assume total day-to-day accounting control of both UK and European

sectors.

Aged 25-35, you should have at least two years' post-qualifying experience, preferably in industry. Aged 25-35, you should have at least two years' post-qualifying experience, preferably in industry. Reporting directly to the Finance Manager, you'll be involved in everything from the formalising and implementing of internal control procedures to the production of financial and management implementing of internal continued development of computerised systems. Most importantly, you'll information and the continued development of computerised systems. Most importantly, you'll internation and internation and initiative to a senior position with need to bring qualities of enthusiasm, self-motivation and initiative to a senior position with international responsibilities. A thorough working knowledge of Micro Computers is essential international responsibilities. A thorough working knowledge of Micro Computers is essential international responsibilities. A thorough working knowledge of Micro Computers is essential international responsibilities. A thorough working knowledge of Micro Computers is essential international responsibilities. A thorough working knowledge of Micro Computers is essential.

Dependent on your experience, you'll be able to command a salary of up to 518,000, plus an Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Dependent on your experience, you'll be able to command a salary of up to 518,000 plus and Depen

FREMANTLE & CO. Personnel & Recruitment Consultants 43/44 Albermarle Street, London W1X 3FE.

## Finance and Administration Manager

Wiltshire: c. £15,000

The Management Services Division of W.H. Smith & Son Limited provides a comprehensive range of services to the Group.

The successful candidate will be one of four senior Managers reporting to the Divisional Director and will be responsible for the division's financial and management accounting requirements, as well as undertaking budgetary and corporate accounting work and fulfilling an administrative/secretarial function. The key requirement is for a young qualified accountant with knowledge of financial and management accounting systems, computer techniques and applications — including financial modelling, team leadership and good communication skills. The ability to understand and interpret the broader issues affecting the division is essential. This is an ideal opportunity to gain further exposure within a demanding environment that offers excellent career development potential throughout the group. In addition, the reward package includes a non-contributory pension and relocation assistance to this buoyant and accessible area.

Please apply in writing giving details of age, experience, qualifications and current salary to: The Personnel Officer, W.H. Smith & Son Limited, Bridge House, 45 Faringdon Road, Swindon, Wilts, SN1 5AU.



# Chief Accountant/Company Secretary

Central London

c £20,000 + car

Become the No. 2 in a subsidiary of a large Group. Engaged in the importation and distribution of speciality consumables, the Company leads its field with a turnover approaching £20m. It seeks a chartered or cost and management accountant to work directly with the Chairman and actively contribute to planned growth, which will treble sales in 5 years by acquisition and market development.

Candidates, aged 30-40 years, should be fully familiar with the computerised production of management accounts and financial analyses to tight time schedules in a medium sized company, preferably in f.m.c.g. They should have high level analytical and entrepreneural skills and be able to make a valid contribution to the running of the business.

Write, with a detailed C.V. to David Burns, B.Sc, F.Inst.D.
Management Search, Coppice House, Bowden Hill, Lacock, Chippenham,
Wilts SN15 2PP. Tel: 0249 73253.

**Management Search** 

Executive Search & Selection Consultants

#### **EUROPEAN**

Market leading U.S. hi-tech company, enjoying a period of sustained expansion, requires a top level Financial Executive to manage a new developmental phase. Responsible for a large H.O. division, participating in establishing European business plans and financial objectives, you will also plan, develop and implement financial control policles and procedures. This crucial business development role would suit a qualified accountant, aged c.30, with fluent French and highly developed commercial skills. Ref: GR.

#### TAX MANAGER

A major U.S. computer company is currently seeking a high calibre tax professional to head up its U.K. tax function. Responsible for both tax planning and compliance work, this 'front line' management role offers involvement in acquisitions, disposals, leasing, transfer pricing str. Suitably qualified candidates, aged c.30, will possess U.S. tax experience and offer a highly commercial and practical approach to corporate tax. Ref. JG.

c.£22,000 + Car

#### CONTROLLER

A market leader in the communications industry, our client is currently launching a new chain of retail outlets on prime high street sites throughout the U.K. This new venture requires a young ambitious self-starter for a number one financial role offering variety, challenge and considerable exposure to marketing management. Responsibilities will include setting up new accounting and administrative systems. Candidates should be qualified, aged up to 30, with an appreciation of retailing. Ref: SW.

To £18,000 + Bens

ROMAN HOUSE, WOOD STREET, LONDON EC2Y 5BA. 01-638 5181,

ROBERT HALF

LONDON, BIRMINGHAM - NEW YORK & 82 OTHER CITIES WORLDWIDE

#### CHIEF ACCOUNTANT - BANKING

We are a small licensed deposit taker and exempted dealer, specialising in private investment management. We are looking for a mature qualified accountant to look after all aspects of our accountancy, book-keeping. Bank of England supervision, company secretarisl and taxation affairs. The lob is located in our unique City office and the appointee would report directly to the chief executive. A willingness to undertake some of the detailed work of his department is essential. A background in banking, finance or another equivalent City discipline would be desirable. An understanding of the computerisation of book-keeping and portfolio management would also be an advantage. Salary range £15.000-£20,000, depending on experience; normal benefits package, including car.

Please apply with CV to: Philip Cassidy
FEDERATED TRUST CORPORATION LTD 1 Love Lane, London EC2V 7JJ

UNIVERSITY OF WARWICK

Lectureship in Accounting and Finance Applications are invited for a Lectureship in Accounting and Finance in the School of Industrial and Business Studies to join a developing group led by Professor Stewart Hodges and Professor Tony Steels, Candidates should be able to demonstrate a strong academic background and ability to contribute to research.

The appointment will be made on the Lecturer scale: £7.190-£14.125 p.s. (under review). Starting data for the appointment will be negotiable. Application forms and further particulars from the Registrar, University of Warwick, Coverny CV4 7AL, quoting Ref. No. 51/2A/85/M. Closing data 22nd August 1996.





# Accountancy Appointments

## **Financial Director** Construction

up to £25,000 p.a. + car

City

Ashby & Horner Limited, the City construction company (T/O c.£35 millions) wishes to appoint a Financial Director to reinforce its financial management and strategic development resources. Reporting directly to the Managing Director, and functionally to the Financial Director of the Holding Company, the Financial Director will make a processor in the supplementation of the Holding Company. practical input to management thinking and be fully responsible for the accounting control of the Company, assisted by a small and able staff and backed up by

The appointment will appeal to qualified accountants with experience at senior level on the financial side of the construction industry. Age indicator: 33 to 40 years. Salary negotiable up to £25,000 p.a., car provided and benefits usual in a major company. Assistance with removal expenses if required.

Please write stating age, current salary and how you meet the Client's requirements, quoting reference 143 on both envelope and letter. No Information will be disclosed without permission.

William MILNER Management & Selection Consultant

significant computer power.

Spencer House, 3 Spencer Parade, Northampton NN1 5AAL Tel: Northampton (0604) 21051.

# **TAXATION** ACCOUNTANT

# International Banking

Standard Chartered is one of Britain's major international Banks, with gross assets exceeding £28 billion and more than 2,000 offices in over 60 countries.

We wish to strengthen our Group Corporate Taxation Department by the appointment of a Taxation Accountant. The ideal candidate will be a young accountant with some post qualification experience in the taxation department of a major professional firm or multi-national group. Initially, he or she will assist the Group Taxation Manager in bringing taxation affairs up to date, and thereafter will specialise in V.A.T. which is of growing importance to financial concerns.

A total remuneration package circa £18,000 is envisaged. Please apply with a comprehensive c.v., stating present emoluments, to Peter Barnes, Recruitment Officer, U.K. Personnel Services, Standard Chartered Bank, 10, Clements Lane, London,

Standard & Chartered

#### **ACCOUNTANTS FOR MANAGEMENT CONSULTANCY**

London

Up to £26,000

If you're a qualified accountant, aged up to 38, with drive, ambition, intelligence, initiative and several years' commercial or industrial experience, we'd like you to consider being one of our management consultants.

You would be based in London and we'd pay you up to £26,000 plus a car. Perhaps more important, we'll give you an outstanding opportunity to broaden your experience: with our training and the support you will get from more expenenced colleagues you'll be surprised at the variety of work you can tackle.

We'll also give you an exceptional chance to progress further up the ladder. We believe we stand apart from most large firms in the openness of our structure and the speed with which we reward merit. The road to a partnership could be a lot shorter than you think,

However, before we tell you more, we'd like to know why you think you're special. So please write to Michael Hurton at the address below, including details of your career to date and your salary history, quoting reference 2298.

Touche Ross The Business Partners

Hill House 1 Little New Street London EC4A 3TR Tel: 01-353 8011



# **Hanson Trust PLC**

# Financial Comptroller

Hanson Trust PLC requires an ambitious Financial Comptroller to join its small central management team based in London. Hanson Trust is one of the foremost growth companies of the last two decades and is committed to a continuation of this growth both organically and by acquisition in the UK and the USA where over half the group's businesses are situated.

Many of the senior management positions in the group have been filled in the past from members of the central team and the position therefore offers enomous scope for an ambitious and energetic accountant.

The successful applicant, male or female, will be a chartered accountant, 30-35 with a good academic background and progressive experience in practice and industry.

A substantial salary will be paid and generous fringe benefits, including car, are available.

Applications should be made to:

The Financial Director. HANSON TRUST PLC, 180 Brompton Road, London SW3 1HF.

# Group Accountant

c£17,000 + Bonus + Car West End

Our client, an asset financing and investment group, is looking for a Group Accountant. This is a new appointment and the successful candidate will report to the Managing Director. There are real prospects for personal development.

The main responsibilities of the post will include the management of the group's accounting and finance functions, as well as computerisation. The job holder will also manage a small but active property administration department. A substantial contribution to the commercial development of the group's business is expected.

Candidates, men or women, should be qualified accountants, aged 28-35 who have a good understanding of commercial realities, preferably with some experience in the financial services market. They should be independent, self-motivated and able to develop further the group's accounting systems to meet the requirements of this expanding business. They should be able to manage a small team. Experience with computers is exected. computers is essential.

Benefits include car, pension and life assurance arrangements and health insurance. The bonus, which is related to group performance has been substantial in recent years.

Please write, stating how you meet these requirements, quoting ref 1424 to:

BinderHamlyn MANAGEMENT CONSULTANTS

Anne Knell, Executive Selection Division, Binder Hamism Massocratic Binder Hamiyn Managament Cossultant 8 St. Bride Street, London EC4A 4DA

Bayer UK Limited is part of the international Bayer Group marketing a wide range of products in the industrial, medical, agricultural and consumer fields.

#### **FINANCIAL ACCOUNTANT**

**Berkshire** 

We need a finalist or qualified Accountant - certified or chartered - in your late 20's or early 30's - for a range of group financial services. Your duties will include the co-ordinating of annual Group operating plans, the preparation of consolidated accounts and the production of financial reports - to meet the UK requirements and those of our parent company in West Germany. You will also be responsible for preparing and

monitoring budgets for our Central Service Divisions, providing an analysis service to management as well ntenance of leased and fixed assets We'll expect you to have several years' experience of

financial and management accounting within a major organisation and consequently a talent for communicating with staff at all levels. We can offer

We're close to Newbury's attractive high street, transport and shopping facilities. Our premis highly automated, extremely modern and inviting with a generous subsidised restaurant on site. We offer a highly competitive salary, subsidis and non-contributory pension scheme, 23 days holiday, product discounts and a 35 hour week with flexitime. As part of our attractive benefits package we'll offer relocation expenses where

Please telephone for an application form or write enclosing full career details and an indication of your current earnings to Janet Stapley, Personnel Officer, Bayer UK Limited, Bayer House, Strawberry Hill, Newbury, Berkshire.

Telephone: Newbury (0635) 39000.

#### **DIVISIONAL** CONTROLLERS

to £20,000 Central London

With £250m turnover and more than 9,000 employee Sealink UK Ltd is one of Europe's major operators of ports and ferries. Since privatisation in July 1984 the Company has instituted profit-centred management and we now need three Divisional Controllers to work with directors

responsible for segments of the business. The task is in part to provide timely managemen information; but the emphasis will be on the interpretation of marketing and operational performance, on investigation, control, and helping the division to maximise its returns. Experience in a profit oriented organisation using modern computer based systems is essential and familiarity with shipping, freight, retailing or travel would be useful. The positions will appeal especially the cuillified posserum as ARRA englates compared. to qualified accountants or MBA seeking commercial involvement and the opportunity to move into line

Please send a cv with full details of your career and present remuneration to:

> Mrs E. F. Donnelly Personnel Manage British Ferries Ltd

#### FINANCIAL CONTROLLER Salary £18-20,000 p.a.

This well-established and expanding merchant banking group is looking for a qualified accountant (age 35-45) to be responsible for the financial and management accounting function. Reporting directly to the company secretary, additional responsibilities will also include assisting on the secretarial and other administrative areas. administrative areas.

Benefits include company car, BUPA, and season ticket loan.

Please send curriculum vitoe to:

Mr. T. D. Cansick

CLOSE BROTHERS LIMITED 36 Great St. lelen's, London EC3A 6AP

# **Taxation** Accountant

C£20,000+Car Essex

This is an opportunity for a taxation specialist to join a British multinational whose extensive worldwide manufacturing and trading activities create a very wide and sometimes complex range of taxation proble

ibilities will relate to corporate taxation with porticular reference to ad-The respo work at Corporate Centre and in the subsidiaries; work on double tax relief situations; provision of tax information for management reporting purposes; involvement in computerisation of the Group's tax affairs; computation of liabilities and negotiation with the Inspector; and interpretation of the computerior of the c

ortion of new tax legislation, case law and accounting standards.

Applicants should be chartered accountants with at least two years post qualification experience in the tax department of an industrial group or the profession. Medium term prospects are not necessarily confined to the tax department.

Please apply in confidence quoting ref. L 191 to:

Brian H Mason, Mason & Nurse Associates, 1 Lancaster Place, Strand, London WC2E 7EB.

Mason & Nurse Selection & Search

ASSISTANT MANAGER

Corporate Accounting c.£16,000

It's time to put your experience to profit within industry...

There comes a time when many Chartered Accountants want to turn their talents to industry. It's a natural step and that's why we would like to suggest the natural choice of company...BOC Limited.

BOC is a blue-chip company with a difference. We are firmly committed not only to consolidating but actively expanding our market leadership in the production and distribution of industrial and medical

Ours is the kind of growth and profit-conscious environment which young, ambitious, graduate-level accountants really welcome. We offer the scope to assume a key role involving total accounting responsibility for one small business and extensive responsibility for numerous corporate projects: management accounts, budgets, reforecasts and

It's a tough and demanding role that's been specially created to strengthen BOC's corporate accounting team at a crucial stage in our planned expansion programme. Next year, we are moving our entire Head Office to a purpose-built Executive and Development Centre in Guildford ... a move which underlines our commitment to capital investment and corporate expansion.

If you share that sense of commitment, the rewards are excellent. We are offering a salary of around £16,000, a range of benefits including relocation assistance if appropriate and excellent prospects...in such an aggressively successful environment, genuine ability is soon recognised

Help us confront the challenge of change. Please write, including a full cv, to Brendan Keelan, Personnel Manager, BOC Limited, PO Box 39. Great West House, Great West Road, Brentford, Middlesex TW89DQ.

Share the Challenge of Change

## Financial Manager

Southern England

c£23-25,000+car

profitable subsidiary of a well known overseas parent engaged in the manufacture of sophisticated communications equipment now seek a qualified accountant and capable manager for their expanding international operations.

The role will place strong emphasis on staff management and the development of financial systems and management reports. Controlling a department engaged in financial and management reporting, responsibilities will also encompass supervision of several overseas operations which will afford the opportunity for occasional foreign

Qualified to ACA, ACCA or ACMA level and probably aged between 33-45, candidates should have experience of running a sizeable accounts department, ideally within an international trading or manufacturing company. Well developed man-management and communicative skills are most important.

Excellent conditions of employment are offered which include a generous relocation package. The company can offer a sound future in a well-established and successful

Please apply in confidence with a full CV and quoting reference MCS/2013 to Peter Forrester, Executive Selection Division, Price Waterhouse, Thames Court, 1 Victoria Street, Windsor, Berkshire SIA 1HB.

Trice aterhouse **Business Needs Experts** 

### FINANCIAL CONTROLLER

c. £25,000 plus car

Cambridge Life Sciences plc is an expanding biotechnology company producing and selling diagnostics worldwide in the human and animal health markets.

The position of Financial Controller reports to the Chief Executive as a key member of the management team and will have full responsibility for all financial and administrative affairs.

Prime responsibilities will include the provision of accurate financial information to senior managers, a major role in the planning/budgeting process and the development of effective costing systems.

Candidates should be qualified accountants preferably, but not necessarily, with experience in the health care or related industries. The candidate should possess energy, drive and the communication skills necessary to make a valuable contribution as a member of a small creative management team. Age 30-45.

Please reply in confidence, giving concise personal and career details, to: Mr. Howard Thomas, Chief Executive CAMBRIDGE LIFE SCIENCES ple Cambridge Science Park, Milton Road, Cambridge CB4 4BH



### SECTION II - COMPANIES AND MARKETS

# **FINANCIAL TIMES**

Thursday August 1 1985



# AMC dives to \$70m loss on weak demand

BY PAUL TAYLOR IN NEW YORK

AMERICAN Motors (AMC), the fourth largest U.S. car maker, yes-terday posted a much larger than expected \$70.4m second-quarter net loss, which it blamed on continuing weak demand for small cars.

At the same time AMC, which is 46 per cent owned by Renault, revealed that it has sold the French state-owned car group \$50m of 11.25 per cent subordinated convertible debentures which mature in five equal installments between 1991 and 1995 and are convertible into AMC common stock at \$5 a share. The move is likely to prove controversial in France, where Renault's unions have already criticised funding for AMC.

AMC's second-quarter loss, equivalent to 66 cents a share, compares with a net profit of \$4.7m or 2 cents

BY OUR PARIS STAFF

RENAULT, the state-owned French

motor group, has provoked strong

trade union criticism with a plan to

sell off its loss-making Micmo-

Gitane bicycle subsidiary as part of a drive to divest its peripheral oper-

The plan was opposed by repre-

sentatives of all four of Renault's

unions when it was put before a

central works committee meeting

BY OUR NEW YORK STAFF

AMERICAN Can, the U.S. packag-ing, specialty retailing and financial

services group, yesterday reported

gain in income in the latest period.

Connecticut, said net earnings in-creased to \$45.8m, or \$1.63 a share, from \$35.8m, or \$1.35, in the corre-

sponding period last year. In that

latest quarter, net earnings were boosted by a \$4m gain - \$2.9m, or 12

cents a share after tax - from the sale of timberland. For the first

half, net income increased by 27 per

cent to \$81.3m or \$2.83 a share from

\$63.9m or \$2.36 a share in the 1984

The earnings gains came despite

period.

The group, based in Greenwich,

Micmo-Gitane, which lost FFr 39m (\$4.44m) last year on sales of FFr 120m, is France's third largest

came on sales which fell by 9.5 per mination costs led to the increased cent to \$361m from \$1.06bn. Wall Street had been expecting a

loss, but substantially lower than that reported. The deficit tops AMC's previous record loss of \$29m in the 1985 first quarter and pushes the first-half loss to \$99.4m or 95 cents a share on first-half sales of \$1.88bn compared with a net profit of \$9.6m or 5 cents a share on sales of \$2.14bn in the 1984 period.

AMC noted that combined worldwide car and Jeep sales rose by 9 per cent from the first quarter level to 97,364 - but were still 14 per cent lower than the corresponding period a year ago.

The group added that higher marketing costs, coupled with a writeoff of tooling for a planned model that was dropped, together with ter-

Unions oppose Renault's sale plan

In a continuing bid to concentrate

Renault's activities in its main-

stream car business, M Georges

posed selling the company to the Yvars-Gateau group, which makes

cycles and small cars for invalids.

Unions, led by the pro-communist

lieve the divestment would endang- car components.

CGT federation which has strongly attacked M Besse's overall plans for

American Can up 28% after

growth in financial services

a 28 per cent increase in second- ing \$255m from financial services, a

nesses which posted a 38 per cent \$2.11bn, including \$496m from fi-

marginally lower total revenues. ing more than American Can's op-These fell to \$1.01bn in the quarter, erating income, reflecting strong

subsidiaries, from \$1.08bn, includ-

quarter net income, fuelled by dra-matic growth in its life insurance nues, including \$617m from finan-and other financial services busi-cial services, fell to \$1.92bn from on the basis of industry statistics,

American Can noted that the de-

cline in total revenues reflected the

sale of certain non-strategic opera-

tions in late 1984. Mr William Wood-

side chairman commenting on the

results, said the latest quarterly

earnings gain - the tenth consecu-

tive quarterly earnings improve-

ment - reflected the success of the

group's major restructuring pro-

Mr Woodside said its financial

services group is currently generating more than American Can's op-

gramme begun in 1982.

nancial services, a year ago.

of the market.

cycle maker, with about 10 per cent er the 325 jobs at Micmo.

Besse, the chairman brought in at he has drawn considerable trade

the beginning of the year, has pro-union fire with plans to slim the posed selling the company to the workforce by 21,000. He is also look-

attacked M Besse's overall plans for large-scale lay-offs at Renault, be-

including \$313m from the group's sales in most product areas, parti-non-consolidated financial services cularly term life insurance and mu-

loss in the second quarter. Mr Jose Dedeurwaerder, AMCs

president and chief executive, said: "As weak demand for sub-compact cars continued to produce disappointing results in the first half, we took several important actions to improve our ongoing financial rformance. To offset the decreased market

for sub-compact cars we have brought dealer stocks and produc tion rates in line with current market volumes. We also have renegotiated our labour contracts at our Wisconsin facilities to bring our wage rates, benefits and work rules into line with those of other domestic manufacturers. We took firm steps in May and June to substantially reduce our administrative

M Besse has been called in to

straighten out finances at Renault

12.55bn last year. Over the summe

ing for partners for Renault's loss-

making machinery business and

has announced the scaling down or

outright sale of diverse activities in

cularly term life insurance and mu-

tual funds, plus the income contri-

bution from the company's recently

its combined financial services op-erations sold more individual life

insurance in 1984 than any other

U.S. company. "Our insurance sales

are running well ahead of last

American Can said income from

its specialty retailing sector im-

proved during the quarter and its

packaging division posted an in-

come gain despite the sale last No-

vember of the Canadian packaging business. Income from U.S. opera-

tions was up, reflecting the compa-

ny's expansion into high-growth

plastics packaging markets togeth-er with strong demand for light-weight two-piece beverage cans.

year," it said

which registered net losses of FFr

Suez buys Roussel-Uclaf stake result of the rights issue, which will be largely taken up by IRI. Those shareholders who hold 12 per cent of the bank's shares on the Milan Bourse will take up a commensu-rate portion of the issue. Half of the COMPAGNIE Financiere de Suez, the French nationalised financial proceeds will go to the capital inand industrial holding company, has agreed to purchase from the crease, the other half into bank re-French Government 3.75 per cent of the capital of Roussel-Uclaf,

shares with a par value of L5,000 at share for every two already held.

profits up by 15.6 per cent to L40bp.

# MCS expects higher 1985

By Our Frankfurt Correspondent

MCS (Modulare Computer und Software Systeme), one of the small West German high-technology compublic share offering, expects higher than those of DM 431m er profits this year on sales revenue up to about DM 21m (\$7.45m) compand with DM 12 new 157.45m. panies which has recently made a pared with DM 13.8m in 1984

The company, formed in 1974 and. specialising in data processing sys-Pre-tax profits rose to DM 2.2m

MCS was one of more than 20

German companies to go public last year, and its shares are traded on the regulated "free market" in Frankfurt

#### Cigarette tax curbs Imasco

By Robert Gibbens in Montreal

IMASCO, the tobacco products, fast-food and retailing group in which BAT Industries of the UK has a 44 per cent stake, is feeling the impact of a sharp rise in federal taxes on cigarettes and stronger competition in the two other main

But Mr Paul Pare, chairman

nary dividend above 7.5 cents.

Mr George Bulterman, Barprop's showed net profit of C\$62.1m (\$46.34m), or 57 cents a share, against CS51.9m or 51 cents. Revenues were C\$1.25bn against to tap long-term property money. (\$1.02bn.

# **Bethlehem Steel turns in** second-quarter profit BETHLEHEM Steel the third big-

gest U.S. steel producer, returned to profit in its second-quarter, earning 20.4m after a first-quarter loss of \$62.1m. But the company warns that, for the fourth year running, it expects to report a loss in 1985 as a

whole.
Mr Donald Trautlein, Bethlehem's chief executive, says the steel market remains flat because of a continuing heavy influx of for-eign steel, a seasonal downturn in certain markets and cautious customer inventory policies. These factors make any improvement in third-quarter shipments unlikely.

BY OUR PARIS STAFF

ceuticals group.

France's second-biggest pharma-

The acquisition, which has been

under discussion for about 18

months, will maintain unchanged

the stake of 54.5 per cent in Rous-

sel-Uclaf owned by Hoechst of West

(Munich Re), the world's largest 10.9bn.

reinsurance company, proposes an unchanged 18 per cent dividend for

the year to June 30 1985 and will

markedly strengthen its reserves,

writes Jonathan Carr in Frankfurt.

A report to shareholders says

that losses from the company's

reinsurance business alone were

about 75m tons in 1985 and he ex- quarter and year." pects steel prices to remain weak. The company earned \$24m, or 40

cents a share, in the second quarter of last year. In the latest quarter, the company earned 30 cents a share. During the same period, sales fell from \$1.5bn to \$1.3bn. For the first half of 1985 Bethlehem lost \$41.7m, or \$1.10 a share, compared with losses of \$30.6m, or 90 cents a share, last year.

Mr Trautlein says: "While we expect to make continued progress in third-quarter shipments unlikely. lowering our costs and increasing lowing opposition He says that U.S. domestic steel our productivity, it is likely that we tice Department.

Suez shares this autumn to the state. Roussel Uclaf is presently 40 per cent owned by the French Gov-

ernment. It narrowly escaped com-

plete nationalisation when the So-

cialist administration came to pow-

Munich Re plans to maintain payout

MÜNCHENER Rückversicherung income up by 9 per cent to DM 1984-85 brought some special fac-

But profits from "general busi-

ness" - mainly investment income -

were "strongly above" the DM 509m

of the previous year, Munich Re

said. The company gave no figure.

broad pattern of previous years,

registering growing reinsurance

The Munich Re report follows the ry.

Suez was seeking a stake of at

er in 1981.

Suez has been seeking the Rous-sel-Uclaf stake to boost its portfolio least 10 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 20 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 30 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 30 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 30 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 30 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 30 per cent in the pharmaceut-sel-Uclaf stake to boost its portfolio least 30 per cent in the pharmaceut-

shipments for the industry will be will be unprofitable for the third

 U.S. Steel, the biggest U.S. steel maker, would consider a merger with another domestic group in the same field, according to Mr David M. Roderick, group chairman. "I would never exclude U.S. Steel from any activity that is legal and moral," Mr Roderick told a press

In February last year, U.S. Steel announced a proposed acquisition of National Intergroup but the merger was called off in March following opposition from the U.S. Jus-

Suez has made a number of other

recent acquisitions, including 8 per

cent of the Compagnie Industrielle insurance group, valued at FFr 177m, bringing its stake to 18 per

cent, and 9 per cent of the Penhoe

holding company, valued at FFr 46m, acquired from the Paribas fi-

The main one was the freak hail-

storm in the Munich area on July 12

last year, one of the biggest natural

face in its more than 100-year histo-

due in particular to "very satisfacto-

sters Munich Re has had to

listing By David Marsh in Paris

**French** 

BIDERMANN, France's fourth largest clothing group, is raising FFr 150m (\$17m) through an issue of new shares and convertible bonds. designed as a prelude to an eventual entry on the stock market.

Bidermann

set to gain

The company, presently 75 percent owned by its founder, M Maurice Bidermann, has undergone widespread restructuring measures in recent years, like other big French textile and clothing groups. Last year it registered net profits of FFr 101m, 4.7 per cent down on 1983, on turnover 13.5 per cent higher at FFr 3.8bn. Its present capital

Banque Worms is handling the capital-raising package and will subscribe to the operation, along with the other institutional inves-

#### Ciba-Geigy to acquire contact iens group

By John Wicks in Zurich

CIBA-GEIGY Corporation, the U.S. subsidiary of the Swiss chemical group, is to acquire the contact lens and lens care business of American Optical Corporation, of South-bridge, Massachusetts. The company did not disclose financial details.

The deal will "complement and extend" the group's existing activities in the vision care sector, according to the Basle parent company. Ciba-Geigy already manufactures contact lenses in the U.S. through an Atlanta-based subsidiary, as well as owning the West German company Titmus Eurocon Kontaktlinsen in Aschaffenburg.

The vision care sector is currently understood to account for 4 to 5 ry" profits in the life, accident and per cent of Ciba-Geigy's sales of pharmaceutical specialities.

### Banco di Roma to raise L280bn

BANCO di Roma, Italy's fourth largest state bank, yesterday an-nounced plans for a L280hn (\$150m) rights issue which will be used to increase the Rome-based bank's

Banco di Roma, which is 88 per cent owned by the IRI state holding group, is one of three "banks of national interest" controlled by IRI. The other two are Banca Commerciale Italiana and Credito Italiano. IRI will today discuss plans to place 13 per cent of Banca Commerciale with investors in Italy and abroad. The bank's capital base is to be lifted from L280bn to L420bn as a

The bank will issue 28m new a price of L10,000 per share. This represents a 37.5 per cent discount on yesterday's Milan Bourse share price of L16,000. Shareholders will be able to subscribe for one new

Banco di Roma closed 1984 with total deposits of L42,252bn and net

# earnings

1985 first-half sales by a third to DM 7.2m and incoming orders by 65 per cent to DM 9.4m.

last year from DM 0.9m in 1983, and the company is paying dividend of DM 6.50 per share. A total of DM 400,000 is being added to reserves.

says first-half earnings were on tar-get and a basic favourable trend should continue for the rest of the fiscal year.

The do

of high technology companies. The the company's share price on the acquisition - valued at about FFr Paris bourse - where it has multi-250m (\$28m) on the basis of the lat-plied roughly five-fold over the past

est Roussel-Uclaf share price - will two years - has significantly re-be financed through an issue of new duced the size of the stake Suez can



Interconexión Eléctrica S.A.

U.S.\$52,000,000

Guaranteed by the Republic of Colombia Complementary Financing through the Inter-American Development Bank



for the Jaguas Hydroelectric Project, Colombia

Arranged by

Kleinwort, Benson Limited

Banque de l'Union Européenne

International Commercial Bank PLC

Crédit Commercial de France

**Orion Royal Bank Limited** 

**Banque Belge Limited** 

Samuel Montagu & Co. Limited

Algemene Bank Nederland N.V. The Bank of Tokyo, Ltd Banque Bruxelles Lambert S.A. Commerzbank Aktiengesellschaft Dai-Ichi Kangyo Bank (Canada)

The Industrial Bank of Japan Limited Nederlandsche Middenstandsbank NV Postipankki

Kleinwort, Benson Limited Algemene Bank Nederland N.V. The Bank of Tokyo, Ltd Crédit Commercial de France Generale Bank

The Industrial Bank of Japan Limited, New York Nederlandsche Middenstandsbank NV Al Saudi Banque Banque de l'Union Européenne

Crédit Chimique

Funds Provided by Samuel Montagu & Co. Limited The Bank of Nova Scotia International Limited Commerzbank Aktiengesellschaft Dai-Ichi Kangyo Bank (Canada) Girozentrale und Bank der österreichischen Sparkassen Aktiengesellschaft

The Bank of Nova Scotia International Limited

Girozentrale und Bank der österreichischen

Sparkassen Aktiengesellschaft

International Commercial Bank PLC The Royal Bank of Canada Group Banque Bruxelles Lambert S.A. Postipankki



Agent Bank Samuel Montagu & Co. Limited



July 1985

#### **Barlow Rand offers property interest** proportions to Barlow Rand ordition, it holds about 50 hectares of land for development.

BARLOW RAND, the South African industrial and mining group, is to raise about R215m (\$104.8m) from its shareholders by selling them a direct interest in Barlow Rand Properties (Barprop), the group's property development and manage-

Barlow Rand is offering 26.81m ordinary Barprop shares at R1 each in the ratio of 15 Barprop ordinaries for every 100 Barlow Rand ordinaries or preferred ordinaries held. In addition, the same number of Barprop unsecured variable-rate reable subordinated loan stock units are to be offered in the same

ket has been virtually dead in re-

The deal, led by Salomon Broth-

the same amount, launched in

March this year. That had been the

nary and preferred ordinary share-holders. The loan stock units will be issued at par at R7 each. The aim of the issue is to provide R175m to re-

pay existing loans to Barprop from Barlow Rand itself.

per cent of the loan stock.

nance new property developments. After the issue, Barlow Rand will own more than 60 per cent of Bar-prop's ordinary capital and about 11

properties which are occupied by its own companies and a further five

which are let to outsiders. In addi-

The directors estimate that earnings per ordinary share will be approximately 9 cents in the financial year to September 30 1986 and that

A further R39m will be used to fi-

Barprop owns and manages 152

a dividend of 7.5 cents will be declared. The loan stock will pay an initial dividend of 77 cents a unit, but that will increase in direct pro-

portion to any increase in the ordibalancing debt and equity in its capital structure, Barprop will be able

Good reception for \$150m DnC floater

Maggie Urry in London. The mar- were launched. The Euro-Australian dollar bond cent weeks, but DnC's \$150m issue market, deluged with issues last was trading above its par issue week, is beginning to recover and yesterday Orion Royal Bank launched a A\$50m five-year deal for ers, is to replace an earlier one for Australian Industry Development Corporation, which is guaranteed by Australia. The coupon was set at

Dresdner Bank increased its ising monthly but paying every six months. Some traders believe that a large part of the issue is still on ASSOm to meet demand from inves-Salomon's books. That deal is being tors. Much of the buying comes from West Germany. DnC will end up with the same

cost of borrowing with the new issue, but the terms are more generous to investors. The new deal matures in March 1991, the same date as the old issue, and pays in-terest at % per cent above six month Libid with front-end fees of complex swap. Morgan Stanley brought in six co-lead managers

issue on the August D-Mark Euro- franc deposits. bond calendar, a DM 70m issue for Eurofima, the European railway rolling-stock financing group. The the lowest since 1979. However, the name is attractive to investors and

D-Mark sector improved yesterday, and new issues were in demand. South African issues picked up again, with good buying seen from retail investors.

franc dual-currency issue for Ken-dall, a subsidiary of Colgate-Palmolive. This is for SwFr 120m, and has a 10-year life. The compon, which will by payable in Swiss francs, was set at 7 per cent, while ption will be in U.S. dollars at a rate of \$2,600 per SwFr 5,000 bond. There will be call and put options in 1992. Issue price is par.
A floating rate note raising SwFr
50m was launched for Trinidad and

Tobago, by Citicorp Bank (Switzer-land). The bonds will be placed pri-

ty. Interest will be paid at 1% per cent above six-month London inter The secondary market had a

Westminster Bank's warrants fell by SwFr 35 to SwFr 750 yesterday Bayerische launched a European currency unit issue to raise Ecu 60m, led by Banque Paribas. This matures in November 1988 and pays a 8% per

of 0.15625 per cent over Libor. Un-derwriting fee is 0.1 per cent for two years and 0.125 per cent for the re-

Page 17

The fixed rate Eurodollar bond spread of investors to ensure good

Investors were attracted by the non-call feature, as well as the high-

bought back and retired.

20 basis points.

DEN norske Creditbank showed market picked up slightly yester-yesterday that there is a market for day, following a better opening in Eurodollar floating rate notes – if they are attractively priced, writes they are attractively priced, writes

first FRN to pay an interest rate be 12% per cent, higher than many of low London interbank bid rate (Lib-last week's deals, and issue price is id) and had been slow to sell. It also 100%. The issue was trading just inused the mis-match formula, refix- side the 2 per cent fees.

sue of last week from A\$75m to Morgan Stanley launched an issue for Nederlandse Gasunie, the

Dutch gas sales company, in the Euro-New Zealand dollar market, another sector which has been suffering from excess paper. This matures in March 1991 and pays a 16% per cent coupon with a 100% per cent issue price. It is connected to a covering a broad geographical

placement. Fees total 2 per cent and vately and have a five year maturi-early sales were being made within ty. Interest will be paid at 1% ner Deutsche Bank launched the first bank offered rate (Libor) for Swiss

issue has a short, four-year life, and day. But the holiday season is keep-the coupon was set at 6 per cent – ing the market quiet. National the issue was seen to trade close to following the interim profit figures. the 99% issue price. Turnover and prices in the

Credit Suisse launched a Swiss

slight improvement following the fall in time deposit rates on Tues-

cent coupon. Issue price is 100%. The proceeds are being swapped into floating rate U.S. dollars. • Merrill Lynch Capital Markets is arranging a \$50m Euronote facility for Bekaert, the Belgian steel wire products maker, will be able to issue short-term notes in dollars or Ecus. The five-year deal will have issuer-set margins with a maximum

maining three. International bond service,

(Incorporated with limited liability in the State of New South Wales, Australia)

N.Z. \$50,000,000 16\%% Subordinated Bonds Due 1988

The following have agreed to subscribe or procure subscribers for the Bonds:

Morgan Stanley International Genossenschaftliche Zentralbank AG Vienna

Amro International Limited Bankers Trust International Limited Banque Générale du Luxembourg S.A. Banque Internationale à Luxembourg S.A. Banque Paribas Capital Markets Commerzbank Aktiengesellschaft Générale Bank

Goldman Sachs International Corp. Hambros Bank Ltd Samuel Montagu & Co. Limited Morgan Guaranty Ltd Nomura International Limited

Rabobank Nederland Swiss Bank Corporation International Limited Westdeutsche Landesbank Girozentrale

Westpac Banking Corporation Kredietbank International Group

BankAmerica Capital Markets Group Banque Bruxelles Lambert S.A. Banque Indosuez Banque Nationale de Paris Bank für Gemeinwirtschaft AG Crédit Commercial de France Girozentrale und Bank der öesterreichischen Sparkassen Aktiengesellschaft Merrill Lynch Capital Markets Morgan Grenfell & Co. Limited Nederlandse Credietbank N.V. PK Christiania Bank (UK) Limited

Union Bank of Switzerland (Securities) Limited The N.Z.\$50,000,000 16% per cent. Subordinated Bonds due 1988 ("the Bonds") are to be issued at par in the denomination

Sumitomo Finance International

of N.Z.\$1,000 each, Application has been made to the Council of The Stock Exchange for the Bonds to be admitted to the Official List, subject only to the issue of the temporary Global Bond.

Interest at the rate of 16% per cent, will be payable annually in arrears in August each year, the first such payment being made in August, 1986.

Listing particulars relating to the Bonds and Westpac Banking Corporation are available in the Extel Statistical Services and copies may be obtained during normal business hours up to and including 5th August, 1985 from the Company Announcements Office, The Stock Exchange, Throgmorton Street, London EC2 and up to and including 15th August, 1985 from:

Westpac Banking Corporation Walbrook House 23 Walbrook London EC4

25 Austin Friars

1st August, 1985

All of these securities having been sold, this announcement appears as a matter of record only.

**NEW ISSUE** 

**-\$100,000,000** 

74% Convertible Subordinated Debentures Due 2010 Interest payable March 31 and September 30

The Debentures are convertible at any time prior to maturity, unless previously redeemed, into shares of Common Stock of Loral Corporation at a conversion rate of 22.599 shares per \$1,000 principal amount of Debentures (the equivalent of \$44.25 per share), subject to adjustment in certain events.

Lazard Frères & Co.

L. F. Rothschild, Unterberg, Towbin

The First Boston Corporation Goldman, Sachs & Co. Morgan Stauley & Co. Salomon Brothers Inc Alex. Brown & Sons Bear, Stearus & Co.

Merrill Lynch Capital Markets Shearson Lehman Brothers Inc.

Drexel Burnham Lambert Kidder, Peabody & Co.

Hambrecht & Quist

Dillon, Read & Co. Inc.

**PaineWebber** 

Montgomery Securities

E. F. Hutton & Company Inc.

Prudential-Bache Robertson, Colman & Stephens Dean Witter Reynolds Inc.

Smith Barney, Harris Upham & Go.

Wertheim & Go., Inc.

Seidler Amdec Securities Inc.

Allen & Company

A. G. Edwards & Sons, Inc.

Oppenheimer & Co., Inc.

Rothschild Inc. Thomson McKinnon Securities Inc. Tucker, Authony & R. L. Day, Inc.

July, 1985

IDB INTERNATIONAL N.V. U.S.\$50,000,000 Guaranteed Floating Rate Notes 1986 Unconditionally and irrevocably guaranteed as to payment of principal and interest by

ISRAEL DISCOUNT BANK LIMITED

For the three months
51st July 1985 to 31st October 1985
the Notes will carry an
interest rate of 81270 per annum.

The relevant Interest Payment Date will be 31st October 1985 Bankers Trust Company, London Fiscal Agent

#### **Public Works Loan Board rates** Effective July 31

Quota loana rapaid 10± 10± 10± 10≠ 10≠ 115 Over 1, up to 2 ..... 111 164 193 103 103 104 104 104 104 104 Over 2, up to 3 11} Over 2, up to 3

Over 4, up to 5

Over 5, up to 6

Over 6, up to 7

Over 7, up to 8

Over 8, up to 9

Over 9, up to 10

Over 10, up to 15

Over 15, up to 25

Over 15, up to 25

Over 25 11

Non-quota loans B are 1 per cent higher in each case than non-quota leans A. † Equal instalments of principal. † Repayment by half-yearly annuity (fixed equal half-yearly payments to include principal and interest). § With half-yearly payments of interest only.

#### INTL. COMPANIES & FINANCE

# Kuwait considers aid for banks

BY KATHLEEN EVANS IN KUWAIT

country's banking system. Financial analysts in the City believe that the move could lead to greater state participation in the banking sector.

The amount has not yet been officially confirmed, but the figure of KD 500m has been mentioned in recent remarks to the local Press by Jassim Rhorafi, Kuwait's Finance Minister, It first emerged in a letter from Abdul Wahab the central bank governor, leaked to a Kuwaiti newspaper. The letter made it clear that the funds were necessary to help banks reschedule clients who have suffered from the impact of the 1982 Souk al Manakh stock exchange disaster.

Bankers in Kuwait say that the injection will become neces-sary if they are to abide by recent central bank proposals concerning provisions for future loan losses. The required pro-visions have not yet been fully outlined by the central bank, but senior financial officials say that the authorities are aiming for a provision of 5 per cent of total loan portfolios. In the meantime, provisions required were thought to be 15 per cent for loans overdue up to 180 days, 45 per cent on loans outstanding for 270 days, and 100 per cent for debts due over

Bankers say that if the central bank sticks to these ideas on provisions, then cash injections will become vital. Several senior bank executives in Kuwait believe that unless the money is made available soon, a number of banks could face losses and even a position of negative net worth by the end

Bank executives emphasise that the funds are needed to generate income, not to add to the deposit base. Kuwait banks

JAPANESE RESULTS

CITIZEN WATCH

CONSOLIDATED

Revenues (bn) ....... Pre-tax profits (bn) ... Net profits (bn) ...... Net per share ......

Dividend .....PARENT COMPANY

KANEMATSU-GOSHO

Revenues (bn)
Net profits (bn)
Net per share
CONSOLIDATED

KAWASAKI HEAVY Heavy machinery

Year to

KAJIMA

THE KUWAIT Government is banking community. However, considering depositing up to credit demand in Kuwait is very and hidden), have been extrading in these shares, bank rountry's banking system.

Financial analysts in the City

Financial analysts in the City

THE KUWAIT Government is banking community. However, inner reserves (both published stock Exchange to suspend to suspend and hidden), have been extrading in these shares, bank hausted. One banker likened collateral would be further such conditions to being forced in the sum of KD 500m. be made by the end of the year. Central bank officials in Kuwait were reluctant to discuss the situation though one official remarked that the funds would not be made available merely to help make the banks profitable, only to keep them sound.

Local economists believe that non-performing loans average between 25 and 40 per cent of between 25 and 40 per cent of total bank credit varying from bank to bank. Total bank credit is KD 3.80n (\$11.40n). Total capital and published reserves of the Kuwait banking system are around KD 950m with hidden reserves estimated at no more than KD 800m—and possibly a good deal less.

Some economists fear that

Some economists fear that even if the KD 500m was pumped into the system at a zero rate of interest, the picture would still look gloomy at the end of the year. Local stock-brokers point out that if bank results at the year end are lack-lustre, or if losses are registered, confidence in the local stock market would plunge even further. This would in turn uncover more hank exposure since charge plunge even further. This would in turn uncover more bank exposure, since shares have been a principal form of collateral for bank loans in

#### Share prices fall

The market perked up slightly when the government first hinted that funds were going to be deposited in the banking system, but since then the market index has resumed its downward course. The All Share Index has fallen from panies had already been 53.1 to 33.1 since the first week referred to the government of this year.

Moreover, Mr Jassim Khorafi has made it clear that the funds will be made available to banks these companies, despite pledges only after they have that the new market would be rescheduled the debts of all run on strictly regulated lines. their Manakh clients and after The problem is that, were the

to go naked, cap in hand to the government. "We need a safety net, and we need it now," commented one analyst.

Rescheduling the Manakh

debts is proving a slow and diffitightly knit group of large investors who have not been referred to the receiver. Until the extent of the settlements of their debts is known, the finan-cial status of other investors involved with them remains difficult to assess. Furthermore, many Kuwaitis still feel that the government is going to bail them out, and are consequently resisting attempts by their banks to reschedule their debts. No official has yet given any clear idea of how the govern-ment wishes to see the rescheduling packages emerge over how many years, or at what rates of interest. Some bank clients are clearly bankrupt, and their companies have no hope of resurrection.

A recent report by the Finance Ministry on 37 non-financial companies listed on the stock exchange revealed that 20 were experiencing "urgent prob-tems," while 12 had mediumterm problems which could eventually be sorted out. Only five were said to be "fairly sound." The study also found that seven of the Gulf companies which were formerly traded on the Souk al Manakh showed losses exceeding 75 per cent of their capital. Eight Kuwaiti closed shareholding companies were in the same situation and three such com-

The Stock Exchange appears to have taken little action over

Although the sum of KD 500m has been mentioned unofficially by the Finance Minister, no formal plan has been put to the country's parliament concerning this use of public money. calt process. There is still a Parliament did, however, discuss the Minister's general preliminary report on the economy, which contained the suggestion: that money might be put into supporting the banking system. It is still unclear whether parliamentary approval will have to be sought separately to go ahead with the plan. In the past, deputies have proved reluctant to use public money to bail out Manakh investors.

#### Conditions attached

However, there have already been suggestions from some members of parliament that if public money is to be used. certain conditions should be attached. Among the ideas emerging are that the government might take powers to change the boards of banks receiving funds; might appoint government or central bank representatives to their boards: or alternatively might seek an equity stake in the banks in return for assistance. The implication that the country's private sector has run the banks unwisely in the past is likely to anger the large merchant families who are represented on the bank boards. Many of them feel that it was lack of govern-ment supervision which led to the stock market crisis in the first place.

But already analysts are predicting that in the next few years, such moves could lead to nationalisation

Year to	Mar 25 Mar 24
Revenues (bn) Net profits (bn) Net per share CONSOLIDATED	. 417.5 345.4 . 9.16 9.24
OMHON TATEIS!	
Year to	Mar '85 Mar '84
Revenues (bn)	293.64 731.45
SARKYO CO. Pharmaceuticals	
Year to	Mar '85 Mar '84 Y Y
Revenues (bn) Pre-tex profits (bn) Net profits (bn) Ket per share CONSOLIDATED SHIONOGE	357.04 362.55 28.88 27.52 9.89 10.48
Pharmaceuticals	
Year to	Mar '85 Mar '84
Revenues (bn) Net profits (bn) Net per share CONSOLIDATED	241.04 230.71
SNOW BRAND	

Net per share ... CONSCLIDATED 17.02 11.57 SUMITOMO BANK

Revenues (bn) ....
Net profits (bn) ....
Net per share .....
\* Not required to CONSOLIDATEO

Mer '85 Mer '84 ... 825.7 820.4 ... 8.01 13.6 ... 6.04 820.4 13.6 ? Loss CONSCLIDATED Mat '85 Mar '84 Y ... 353.5 334.4 ... 9.68 10.48 ... 35.41 41.91 Yeer to

Mey '85 May '84

462.1 13.89 7.13 9.21 4.50

4,310 1.11 6.20

Revenues (bn) . Net profits (bn) . Net per share ... CONSOLIDATED MITSUBISHI OIL Qil rafiner † Loss CONSOLIDATED

MITSUI ENG. AND SHIPBUILDING Mar '85 Mar '84 Y Y 351.08 312.68 ... 5.04 3.61 ... 7.95 5.81 ueş (bn) ...... Net per share .... CONSOLIDATED MITSUI OSK LINES Shipping

Mer '85 Mer '84 Y 547.6 522.3 10.31 5.12 8.02 2.22 7.04 2.73 MITSUI PETROCHEMICAL

Revenues (bn) . Nes profits (bn) . Nes per share .... CONSOLIDATED 328.51 216.96 7.23 3.50 31.90 17.67 MITSUI TOATSU CHEMICALS

Revenues (bn) ....... Not profits (bn) ...... tLoss CONSOLIDATED Mar '85 Mar '84 4,437 2,87 12,11 3,726 1.12 4.58 MIPPON EXPRESS Integrated transport services

Mar '85 Mar '84 Ravanues (bn) .
Net profits (bn) .
Net per share ....
CONSOLIDATED 1,019 6.98 9.18

Notice of redemption to the Holders of

#### The Boots Company PLC US\$30,000,000

63/4 per cent. Convertible Bonds 1993

Notice is hereby given that, pursuant to the provisions of the Trust Deed dated 1st August, 1978, between The Boots Company Limited (now The Boots Company PLC) (the "Company") and The Prudential Assurance Company Limited as Trustee, all of the above-mentioned Bonds outstanding under the said Trust Deed have been called for redemption on 16th September, 1985 at the redemption price of 102 per cent. of the principal amount thereof, together with accrued interest to 16th September, 1985, --from which date all interest thereon shall cease. The right to convert the Bonds into ordinary shares of 25p each ("Ordinary

Shares") of the Company will terminate at the close of business on 9th September, 1985, the seventh day before the date fixed for redemption Bonds surrendered for conversion will not be entitled to accrued interest and must have attached the 1st August, 1986 coupon and all coupons maturing thereafter. Bonds for conversion should be lodged at the offices of the Paying Agents specified below on or before 16th September, 1985. The Bonds are presently convertible into ordinary shares of the Company at a price of 108p per ordinary share. At such a conversion price the holder of US\$1,000 principal amount of Bonds would receive 489 ordinary shares of the Company. (The principal amount of each Bond is translated into pounds Sterling at the rate of US\$1.8912 equals £1). The middle market quotation Steming at the rate of US\$1.5912 equals 2.1). The mucule manyer quotation of the Ordinary Shares of the Company as derived from the Stock Exchange Daily Official List dated 31st July, 1985 was 193p. The Council of The Stock Exchange, London, has granted permission for the Ordinary Shares arising on conversion to be admitted to the Official List, subject to allowent. Such shares will be issued credited as fully paid and will rank pari passu with the existing Ordinary Shares of the Company. Bonds for redemption must have attached the coupon due 1st August, Bonds for recemption must have attached the coupon due 1st August, 1986 and all coupons maturing thereafter and should be lodged at the specified offices of the Paying Agents:- J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London EC2V 6DS; Banque Générale du Luxembourg S.A., 14 Rue Aldringen, Luxembourg; J. Henry Schroder Bank & Trust Co., 1 State Street, New York, N.Y. 10015; Société Générale, 20 Bautanard Mauschaper, 75000 Paris and Union Bank of Switzerland.

29 Boulevard Haussmann, 75009 Paris and Union Bank of Switzerland, 45 Bahnhofstrasse, Ch-8021 Zurich. Dated 1st August, 1985

The Boots Company PLC

#### NOTICE OF REDEMPTION TO HOLDERS OF

#### CITY OF STOCKHOLM Kuwaiti Dinars 7,000,000

10 per cent. Bonds due 1991

Second Mandatory Redemption Due 1st September, 1985 Of Kuwaiti Dinars 500,000

NOTICE IS HEREBY GIVEN that, pursuant to condition 5 (A) of the above mentioned Bonds, Kurwait Investment Company (S.A.K.), as Fiscal Agent, has drawn by lot, for redemption on 1st September, 1985, at 100% of the principal amount thereof through operation of the Sinking Fund, Kurwait Dinars 500,000 principal amount of said 10% Bonds due 1st September, 1991, bearing the following distinctive numbers:

00029-00070 03555-03596 00673-00714 04184-04225 01001-01042 04762-04803 02066-02107 05276-05317 02478-02519 05981-06022 02977-03018 06829-06866

The Bonds specified above will become due and payable in Kuwaiti Dinars at the offices of Kuwait Investment Company (S.A.K.), Mubarak Al-Kabir Street, Kuwait City, State of Kuwait, or, at the option of the bearer, but subject to applicable laws and regulations, at the main offices of Citbank, N.A., in London and Kredietbank S.A. Luxembourgeoise in Luxembourg by cheque drawn on a Kuwaiti Dinar account, with, or by a transfer to a Kuwaiti Dinar account maintained by the payee with, a bank in Kuwait. From, and after, 1st September, 1985, interest on the above mentioned Bonds will cease to accrue.

Bonds should be surrendered for payment together with all tunnatured coupons appertaining thereto, failing which the face value of the missing unmatured coupons will be deducted from the

The aggregate principal amount of Bonds remaining outstanding after 1st September, 1985, will be Knwati Dinars 6,000,000.

KUWAIT INVESTMENT COMPANY (S.A.K.) on behalf of CITY OF STOCKHOLM

Dated: 1st August, 1985

# INTL. COMPANIES AND FINANCE

Amer 104, 90 CS
Genetar Fin 114, 85 CS
Hamif - Wanth 104, 95 CS
Loblaw Cos 115, 92 CS
New Brushauck 114, 95 CS
Shelf Canada 114, 82 CS
Winnipag City 104, 90 CS
60 Capital 15 88 NS
Daniel Ex Fin 185, 90 NS
CN 194, 92 EGJ
CN 17 94 SS EGU
Eventura 85, 92 CS U

Banco di Roma 54 92

Bank of Montreal 5 96 Bankers Trust 5 2000 Bankers Trust 5'4 96 B.F.C.E. 5'4 99

CONVERTIBLE
BONIOS
Annomolo 3 99
Fanus 24 98
Fullsus 24 98
Furnages Gunni 312 2000
Murala 312 99
Oli Glec 100 312 99
Oli Glec 100 312 99
Orient Lensing 54, 88
Seloisu Husse 3 98
Sony Corp 2 2000

The change on the state of the

D Cape Cyld
7.52 7.59
87a 8.14
87a 8.14
87a 8.77
2.55 8.55
10.86 10.02
97a 9.15
105a 8.57
7.81 7.82

+ 1% 537 + 5% 38 44 - 6% - 448 + 1% - 489 + 1% - 182 + 3% 38 27 + 4% 35 28 + 6% 36 28 + 6% 36 28 + 1% 46 28 - 1% - 1% - 18 - 1% - 18 - 1% - 18 - 1% - 18

# FT INTERNATIONAL BOND SERVICE

sues for which an adequate secondary market exists. The

75							
The list shows the 200 latest international bond iss following are closing prices for July 31.							
U.S. DOLLAR	•			11,			
STRAKENTS	festuad	WL.		Change on			
Arnex Credit 10% 80	100	101 's	05kg 181호	day week Yield			
Amer Credit 12% 88	150	1055		+ 014 - 014 10 <i>47</i> + 056 - 014 10,34			
Atlant Richted 1014 00 Benk of Tokyo 13% 91	250	92	9212	+ 05a - 05a 11.35			
EP Capital 11s 92	100 150	111 180%		+ 63 <sub>6</sub> - 07 <sub>6</sub> 10.53			
Canada 11½ 90	500	104		+ 814 - 634 18.99 + 614 - 634 18.27			
Cenadian Pac 10s, 93 Cenadian Pac 12s, 99	100	9914		+ 01 05 <sub>6</sub> 10.27 0 - 1. 10.84			
C85 Inc 113, 92	75 100	10612	107	+ 814 - 812 11.50			
Chevron U.S.A. 1214 86	600	1007 <sub>8</sub> 1647 <sub>4</sub>	1943년	+ 60 - 604 11.11			
Citicorp 11's 95 Coca Cole 11% 91	150	8949	1001a	+ 6% + 014 10.83 + 614 - 612 11.51			
Denmark Kingdom 114 89	100 100	10512	106	+ 014 - 015 10.42			
Denmark Kungdom 1115 go	100	1015 1025	162%	+ 03, - 85, 18 23			
Uganter Kingdom 114 gg	100	101	1025 <sub>8</sub> 1077 <sub>2</sub>	- 81 <sub>7</sub> - 11 <sub>8</sub> 19.81 - 82 <sub>8</sub> - 12 <sub>8</sub> 11.19			
Denmark Kingdom 13v, g1 E.E.C. 11v, 90	100	1863	10679	+ 014 - 054 11.21			
ELB. 12 95	100 200	1013 <sub>4</sub> 1863 <sub>4</sub>	102¼ 105¼	+ 014 - 015 10.58			
E18. 13 98	200	109	19819	+ 014 - 1 11.11 + 018 - 012 11.47			
Export Day Corp 10 90 Export Day Corp 12 89	100	98 ½	<b>92</b> 5 <sub>8</sub>	+ 628 - 012 18.43			
FORG Michael Cred 1th, on	100 100	1843 <sub>4</sub> 1883 <sub>4</sub>	10514 10114	+ 02s - 62s 10.45			
Ford Motor Cred 11th RS	100	10030		+ 8% - 8% 11.00 + 6% 0 11.49			
Ford Motor Cred 114 92 Ford Motor Cred 12 95	100	100%	101 4	- 11, 11.50			
1380 FMC (2040 10). An	100 200	182 <sup>3</sup> 4 983 <sub>8</sub>	10214 9978	+ 014 - 85 <sub>5</sub> 11.44			
SMAC 701, 88	200	90 °A	10034	+6% 0 10.19			
1964 Credit 10°s 2000 Indust Sk Japan 12°s 89	300 100	100 ¼ 106	10004	+ 01 <sub>2</sub> - 01 <sub>8</sub> 10.25			
Japan Air Lines 131, 94	186	11474	1061 <sub>2</sub> 1151 <sub>4</sub>	- 172 - 172 1836 + 84 - 212 1838			
Kallogg Company 10% 90 Kallogg Company 11% 92	100	10012	791	+ 8% - 0% 10.62			
LT.C.B. 121. 91	100 100 .	1015a 1071 <sub>2</sub>	1921 <sub>8</sub> 1	+ 6 <sup>2</sup> 8 - 6 <sup>3</sup> 6 10,80 - 6 <sup>1</sup> 8 - 0 <sup>7</sup> 8 71,06			
Macy Cred Corp 11% 95	100	1025	18318	+ 63a ~ 612 11.22			
Melion Bank 13 87 Merrii Lynch 120, 89	100 100	10514 18412	10534	+ 61a + 61a 4.92			
MATCHESCER 115 E7	100	10527	10314	+ 01 <sub>2</sub> - 614 11.25 + 63 <sub>6</sub> - 614 9.67			
Minui Trust 115, 90	100	101 7 <sub>B</sub>	1822	- 61a - 91 <sub>2</sub> 11.03			
Morgan Gueranty 12% 89 MSt America 12% 91	150 100 +	1051 <sub>4</sub> 1051 <sub>2</sub>	105 <sup>3</sup> 4	+ 63 <sub>6</sub> — 014 14.65			
Penney J.C. 124, 91	700	106		+ 81 <sub>5</sub> - 81 <sub>2</sub> 11.50 + 81 <sub>6</sub> - 07 <sub>8</sub> 11.27			
Pru Realty secs 124 95 Cantes Airweys 104 95	548 140	10434	10514	+ 812 - 114 11.21			
Quebec Hydro 115 92	100	9618 1921 <sub>2</sub>		+ 8½ - 1½ 1298 + 0% - 0½ 1891			
Raiston Porine 114, 85	150	1017s	102%	+ 014 - 034 11.36			
Relation Portice 12% 89 Royal Els Cars 12% 92 XW	100 100	1957 <u>a</u> 102		+ 614 - 656 10.83 + 614 - 614 12.16			
Sesimichenen 104 92	100	98 lg		+ 814 — 914 12:16 + 613 — 634 16:78			
Sestatchemen 117a 89	100	104 la	1045	+ 056 - 016 19.52			
S Wales Trey 112, 90 Swed Exp Cred 10 92	150 100	1037 <sub>6</sub>	1937 <sub>8</sub> · 951 <sub>2</sub>	+ 012 - 118 10.71 + 014 - 014 10.02			
Swed Exp Cred 12% 88XW	100	19576	105%	+ 07 <sub>5</sub> + 81 <sub>8</sub> #0.81			
Sweden Kingdom 10°s 90 Sweden Kingdom 11°s 89	200	10056	1911%	+ 02 <sub>8</sub> 01 <sub>2</sub> 19.61			
Sweden Kingdom 174 94	200 100	1023. 1031a	10374 1035 <sub>8</sub>	+ 01 <sub>6</sub> - 01 <sub>2</sub> 10.57 - 01 <sub>4</sub> - 1 11.13			
Tenneco Corp 10ta 85	150	9834	9914	+ 8¼ — 65 <sub>0</sub> 18.91			
Texaco Capital 12% 87 Total Asia 17% 95	300	19478	1857	+ 81a - 91a 10,69			
Victorian Rep 11% 92	100 150	101% 102%	1817 <sub>8</sub> 1 1025 <sub>8</sub> 1	+ 6 <sup>3</sup> 6 - 1 11,20 + 6 <sup>1</sup> 2 - 1 11,26			
TROTES BEING 1214 94	150	106%	1864 (	- 1 <sup>1</sup> 4 11.07			
World Sank 121s 94	200	108%	110%	+ D1a + 21 <sub>2</sub> 11.00			
Average price d	ANGE (A)	- T	A on as	<del></del> 92			

By Kenneth Merston, Mining Editor, in London

LOW PRICES for non-ferrous metals have left Asarco of the U.S. with a further net loss in the second quarter of this year, but the company says that it is seeing an improve ment in the market for its copper. The second quarter net loss of

\$20.98m, or 88 cents per share, compares with a loss of \$28.6m a year ago. It brings the net loss for the first half of 1985 to \$40.04m which the 1984 first-half when there was a pre-tax charge of \$38m relating to the closure of the Tacoma, Wash

ington, smelter.

Reflecting the low metal prices the liceting the low metal prices coupled with the suspension of operations at a number of plants and mines during the past year, Asarco's second quarter sales fell to \$305.9m to make a six-month total of \$566.6m against \$755.6m.

The share in results of associate companies - in Australia, Mexico and Peru – during the latest quarter amounted to a loss of \$6m against earnings of \$19m a year ago; the past quarter's figure included for eign exchange losses of \$2.4m com-pared with a gain of \$13.5m in this

respect last year.
For the first half of this year, the equity in results of associated com-panies shows a loss of \$11.9m against earnings of \$12.9m in the

# profits rise

By John Wicks in Zurich

SWISSAIR. Switzerland's national

revenue went up SwFr 290m for the period to SwFr 2.15bn. Expenditure increased by only SwFr 241m to under SwFr 1.98bn. Gross profits

Traffic volume was up by 4.7 per ent, or substantially more than the 1.6 per cent growth in capacity, leading to a rise in the overall load factor from 62.7 to 64.6 per cent. The stronger economy resulted parsess, with seat use up from 60.4 to 63.5 per cent.

sion in traffic revenue was further accounted for by exchange-rate dean offer of, or invitation to the public to subscribe for or to purchase any securities.

## DFC Finance (Overseas) Limited

N.Z. \$40,000,000

161/2% Notes due August 20, 1988

The following have agreed to subscribe or procure subscribers for the Notes:

Goldman Sachs International Corp.

**Hambros Bank Limited** 

The Nikko Securities Co., (Europe) Ltd.

Algemene Bank Nederland N.V.

Bank Leu International Ltd.

Banque Internationale à Luxembourg S.A.

Bayerische Vereinsbank Aktiengesellschaft

Commerzbank Aktiengesellschaft

County Bank Limited

Development Finance Corporation of New Zealand Genossenschaftliche Zentralbank

F. W. Holst & Co. Kredietbank N.V.

same period of 1984. Mr Ralph L. Hennebach, the

chairman, commented that losses from domestic operations were being cushioned by cost savings and added that "the fundamentals of the copper market have improved greatly in the past 18 months.

# Swissair sees

airline, expects a further increase in its earnings for the current year. This would follow a rise of almost 8 per cent in 1984 profits to a record net figure of more than SwFr 60.7m (\$28.8m).

The airline reported "favourable" results for the first half, while total

SwFr 125m to SwFr 174m. This was only partially offset by a SwFr 5m rise in depreciation to SwFr 135m.

Bank für Gemeinwirtschaft Aktiengesellschaft

Bank of New Zealand

**Barclays Merchant Bank Limited** Chemical Bank International Limited Cooperatieve Centrale Raiffeisen-Boerenleenbank B.A.

Crédit Commercial de France Creditanstalt-Bankverein Daiwa Europe Limited

Generale Bank Girozentrale und Bank der österreichischen Sparkassen

Kidder, Peabody International Limited Mitsubishi Finance International Limited Morgan Stanley International

Morgan Guaranty Ltd Nederlandse Credietbank N.V. **Paribas Limited** 

J. Henry Schroder Wagg & Co. Limited Sumitomo Finance International Toronto Dominion International Limited Westdeutsche Landesbank Girozentrale

Yamaichi International (Europe) Limited

Application has been made for the Notes. in bearer form in the denominations of N.Z. \$1.000 and N.Z. \$5.000 each constituting the above Issue to be admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the temporary global Note. Interest will be payable annually in arrears on August 20 each year, the first payment being made on August 20, 1986.

Listing Particulars are available in the statistical services of Extel Statistical Services Limited. Copies of the Listing Particulars may be obtained during usual business hours on any weekday (Saturdays and put'le holidays excepted) from the Company Announcements Office of the Quotations Department of The Stock Exchange. Throgmorton Street, London EC2, up to and including August 5. 1985 or during usual business hours on any weekday (Saturdays and public holidays excepted) at the addresses shown below up to and including August 15, 1985:

Goldman Sachs International Corp., 162 Queen Victoria Street, London EC4V 4DB

Citibank N.A., Citibank House,

Cazenove & Co., 12 Tokenhouse Yard, London EC2R 7AN

August 1. 1985

Weekly net asset value



Tokyo Pacific Holdings (Seaboard) N.V. on 29th July 1985 U.S. \$84.95

Listed on the Amsterdam Stock Exchange

AIBD	BOND	IND	CES	
WEEKLY E	JROBOND GI	JIDE JUL	Y 30 1985	
•	JROBOND GI Redemption Yield	Change on Wask %	12 Months High	12 Months Low
US Doller	809.07	0.881	13.563	10.629
Canadian Dollar	11.844	0.795	14.039	11.708
Euroguilder	6.912	-0.673	7.907	6.658
Euro Currency Unit	9_305	-2.230	11.325	9.305
Sterling	10.895	-0.030	12,220	10.809
Deutschemark	7.124	0.210	8.450	7.109
Bank J. Yontobel &	Co. Ltd, Zuri	ch - Teles	z: 812744 )	YZ CH

This announcement appears as a matter of record only.

# **ARISTAR**

U.S. \$60,000,000

**Revolving Underwriting Facility** 1985-1990

> for the Issuance of Short-Term Notes

Arranged by Merrill Lynch Capital Markets

Managers

Bank of Montreal

The Bank of Tokyo Trust Company Banque Nationale de Paris

Banque Indosuez Canadian Imperial Bank Group

Crédit Lyonnais

Credit Suisse

The Gulf Bank K.S.C.

Istituto Bancario San Paolo di Torino

National Australia Bank Limited

Westpac Banking Corporation

Principal Placing Agent Merrill Lynch Capital Markets

11

July 1985

This announcement appears as a matter of record only.



# **Republic New York Corporation**

U.S. \$150,000,000

Standby Transferable Revolving Underwriting Facility 1985-1990

> for the Issuance of **Short-Term Notes**

Arranged by Merrill Lynch Capital Markets

Lead Managers

Banco di Napoli New York Braich Irving Trust Company Banco di Sicilia Mellon Bank

Westpac Banking Corporation

Participating Managers Dai-Ichi Kangyo International Limited

Banca Nazionale dell'Agricoltura

Istituto Bancario San Paolo di Torino Mitsubishi Trust & Banking Corporation (Europe) S.A. Monte dei Paschi di Siena Sumitomo Trust International Limited

> Financial Advisor to Republic New York Corporation Salomon Brothers Inc

> > Principal Placing Agent Merrill Lynch Capital Markets

## There's never been a better time to join the Middle East's favourite airline

#### Or a wider range of opportunities

Guif Air, the national airline of the Gulf States - Bahrain, the UAE, Catar and the Sultanate of Oman, is growing rapidly.

Already this year, we have added new destinations to our international route network and Boeing 747's to our fleet. But our ambitious plans call for further major expansion throughout our business. So we have these immediate opportunities at our main operating base in Bahrain.

#### **New Ventures** Planning Analyst

To provide feasibility studies for our new ventures planning, in both technical and financial fields, analysing results and liaising with the appropriate institutions. You'll need a degree in accountancy and at least 7 years' experience in an international airline (or service industry).

#### **Subsidiary Company** Relations Manager

To take charge of the planning and control procedures of our subsidiary business, you'd be identifying areas of expansion and evaluating their business potential in the light of the latest political, legal and social developments. A degree in Economics or related subject is essential together with at least 10 years in business management, Ref. SCRM.

#### **Subsidiary Company Assistant Manager**

To help plan and control our subsidiary business as well as developing and implementing the subsequent procedures. You'll need a degree in Economics or a commercial subject, and 7 years' international airline (or service industry) experience. Ref. SCAM.

#### Market Analyst

To undertake market surveys and liaise with economists and technical experts to establish databases for predicting medium and long term conditions. You'll need a degree in Statistics or Economics and at least 7 years' experience in an international airline. Ref. MA.

#### Market Research Manager

To manage a team of analysts, helping to develop, implement and maintain market surveying systems and procedures, and establishing databases for forecasting market conditions. You'll need a degree in Economics or Statistics as well as at least 10 years' experience in an International airline.

In addition to a high tax-free salary, you can expect a comprehensive benefits package, on our network, for employee and family, free furnished accommodation, 42 days' annual leave

Middlesex, TW6 1JH. Please quote the reference

#### **New Ventures** Planning Manager

To review the management and potential of our new airline related business, and to develop and implement planning, control and stration procedures of new ventures. You'll need a degree in Economics (or an associated commercial subject), as well as 10/15 years' Financial/business management experience. Flef. NVPM.

#### **Operating Cost** Analyst

Lease or borrow? That's one vital question we'll be facing time and time again as we expand - and one which we'd like you to advise us on, by analysing in detail the cost implications of aircraft type performance, and the technical and ground facilities needed.

You'll be a graduate engineer or cost accountant who has also achieved relevi institutional membership, and who has at least three years' experience in project planning or cost control, all in an international airline career spanning 7/10 years. Some training in computer models or programme writing is also important. Ref. OCA.

#### **Capital Planning** Manager

Your main responsibility will be preparation of the airline's five year financial plan. But you will also assist in forecasting our longterm cash requirements, preparing budgets together with their programmes and timing and providing senior management with longrange financial and operational information. You must be a graduate with 10/15 years experience, including at least 5 in capital planning and financial analysis for an airline. Ref. CPM.

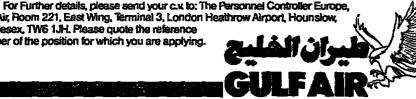
#### **Capital Planning**

Analyst

Within the scope of fleet and route planning, you'll look in detail at Guif Air's options, the opportunities for diversification and aquisition, and the relative advantages of aircraft lease versus purchase. A degree in Economics or Finance plus formal training in project or financial planning is required. You must also have at least 7 years' international airline experience, with 5 or more in capital planning. Ref. CPA.

plus profit related bonus, which will include annual free return ticket to the UK, or any other destination with concessionary air travel, free medical care and married accompanied status.

Gulf Air, Room 221, East Wing, Terminal 3, London Healthrow Airport, Hounslow, number of the position for which you are applying.



#### **Planning Executive for Business Development Programme**

c.£neq + car + benefits

**West Sussex** 

The Electronic Rentals Group is a major public company with a tumover of around £200m per annum, its member companies include Visionhire - with over 400 shops in the U.K.; Serviscope - a nationwide consumer electronics, servicing network, Visted Business Systems, Visionibre Cable and several overseas television and video tental companies.

Over the next few years the major challenge facing the Group is to maintain the profitability of its midnional businesses whilst developing new profit streams. As an integral part of this programme, the Group har, already decided to develop a substantial retail operation. This development activity presents an opportunity for an experienced Planning Erecutive to join our small

central Planning Department. Patter responsibility will be to contribute to the overall business planning process, and to undertake specific projects which will include strategic appraisals of business. opportunities and may potentially involve the activities of any of the Group's member companies. The told demands is strong academic background, probably a degree in economics or a related subject, strong communications skills, a high level of independence, and several years broad experience within the business sector.

Applications, together with full C.V., should be made in writing to C.A. Bathgate, Personnel Manager, E.R.G. p.L.c., Visionhire House, Station Way, Crawley, West Sussex. RH10 1JA. Closing date: 14.8.85,

This position is open to men and women.

G Electronic Rentals Group p.l.c.



The Ladbroke Index offers clients a means of speculating in a variety of financial markets such as the FT. 30, the FT. S.E. 100 and the Sterling/Dollar

Operating from custom-built offices at our Divisional Head Office in North-West London with the benefit of the major resources available to us there, we offer a high standard of customer

service in a unique sector of the market. Due to the communed expansion of our market share, we are now looking for additional dealers to

If you believe that you have the breadth of experience that we seek, and are ready for a refreshing and interesting challenge, send your C.V. J.N. JOLLY, Fersonnel Controller, Hanover House, Lyon Road, Harrow HA1 2ES.

Applicants should be aged between 25 and 40, be able to demonstrate a successful record of

schievement through the direct handling of major

client accounts in the London equity market or

principal commodity markets, and have a broad

appreciation of world markets in general.



# Investment Manager

London (City)

Salary negotiable around \$30,000 (plus usual benefits)

Our Client is a well established and respected independent firm of Investment Fund Managers with very substantial funds under management.

We are looking for a vigorous and forward thinking person who is aged around 30 or possibly younger, with some 4 or 5 years successful investment management or related experience, mainly in UK equities.

Reporting to a Director, the Investment Manager will be responsible for the management of a number of funds and for close liaison with trustees and clients.

This is a marvellous opportunity for an enthusiastic and competent man, or woman, to join a highly successful and well motivated team handling a growing number of prestige investment funds and who are one of the fastest growing independent Investment Management companies in the City.

If you would like to discuss this appointment in strict confidence. please write to Robin Fremantle, enclosing your CV:

> FREMANTLE & CO. Personnel & Recruitment Consultants

1st Floor. 43/44 Albemarle Street, London W1X 3FE.

# **Senior Consultants**

**Employee Share Schemes** 

c.£20,000 p.a. + Bonus + Substantial Fringe Benefits, including car

NOBLE LOWNDES BENEFIT CONSULTANTS LIMITED are expert in the field of:

U.K. and International Employee Share Schemes [ Consultancy ☐ Design ☐ Installation ☐ Administration Trusteeship

motivated professionals with good inter- capable of handling consultancy assignpersonal skills, to join our experienced team of consultants.

If you have an accountancy or legal qualification with some years experience of hearing from you.

Lowndes

We are currently looking for young self- Employee Share Schemes and feel you are ments, then why not contact us. Even if you don't exactly fit the bill, but feel you have the personal qualities to be successful in this field, then we would still be interested in

> For further details, please ring Richard Braybrooke, Personnel Manager, on 01-686 2466, or write to him at Noble Lowndes & Partners Limited, Norfolk House, Wellesley Road, Croydon, CR9 3EB.

# Gilt Edged Sales

#### London

We invite applications for a position in gilt edged sales to cover major UK institutions. Successful applicants will exercise responsibility corresponding to partner level at a UK stockbroker. This is a unique career opportunity which is unlikely to be repeated once our team is

Goldman Sachs and Co. Is a recognised primary dealer in the new gilt edged market and will trade through its wholly owned subsidiary, Goldman Sachs Government Securities (UK) Ltd. As a leading investment bank, we are an established force in fixed income markets worldwide. We are one of the top primary dealers in the U.S. Government market and it is our objective to provide a similarly high standard of service in the gilts market.

Applicants should be graduates aged 25 to 32, with a minimum of 2 years', and preferably more, experience in the gift edged market. This might have been gained with a stockbroker or UK institution. Essential qualities are strong presentation skills, commitment, and a determination to be the best. Actuarial qualifications would also be an advantage. Consistent with the importance of these appointments, we offer an outstanding salary, bonus

For an initial discussion in complete confidence, please write to:

The Managing Director
Goldman Sachs Government Securities (UK) Ltd. 5 Old Bailey London EC4M 7AH

or telephone 01-248 6464 and ask for either Brian Dye or Rod Barr.



ACC S

## PRIVATE CLIENT STOCKBROKERS

Montagu, Loebl, Stanley & Co. with the financial backing of the Save & Prosper Group Ltd. are seeking to expand their Asset Management Services

You may be a private client partner or an experienced executive working in a stockbroking firm, a merchant bank or other financial institution where it is intended to make markets. In that case you may well be concerned about conflicts of interest arising. If so you will want to know more about the

To find out about joining a fast growing business and to work in an exciting environment please contact in absolute confidence:-

Mr R. A. D. Froy. Chief Executive MONTAGU, LOEBL, STANLEY & CO., 31 Sun Street, London, EC2M 2QP

#### Top Executives . earning over £20,000 a year

Can you afford to waste nearly £2,000 a month in delay? Minster Executive specialises in solving the career problems of top executives. The Minster programme, tailored to your individual needs and managed by two or more partners, is your most effective route to those better offers, 75% of which

Our clients have an impressive record of success; many blue chip companies retain our services in

the redeployment of their top people. Telephone or write for a preliminary discussion without obligation—or cost.

MINSTER EXECUTIVE LTD 28 Bolton, Street, London W1Y 8HB. Tel: 01-493 1309/1085

> APPOINTMENTS ADVERTISING APPEARS EVERY THURSDAY Rate £37.00 per single column centimetre plus VAT

### **APPOINTMENTS**

# Senior IMI **Group posts**

Mr John Rupert Crane, an assistant managing director of IMI, has retired. He has been succeeded as chairman of IMI. Titanium by Mr G. J. Allen, an assistant managing director of IMI (who will also take over responsibility for IMI Summerfield and the IMI research and development function), as chairman of IMI Righton by Mr W. Brittaln and as chairman of IMI Rolled Metals by Mr B. V. Ayres. All will retain their existing responsibilities as executive directors of IMI.

Mr David Archard has been appointed managing director of MANNESMANN TALLY. He was general manager and takes over from Mr William Munro who is



Mr David Archard, managing director of Mannesmann director Tally,

now president of Mannesmann Tally Corporation in Seattle, Washington. The company is a division of the West German engineering group, Mannesmann AG.

Mr R. D. C. Hubbard has been appointed deputy chairman of POWELL DUFFRYN and will succeed Viscount Sandon as chairman on December 31. Mr Hubbard has been finance director since 1976, a responsibility he retains. Mr W. G. Andrews has been appointed deputy chief executive and will succeed Mr John Franklin as chief executive on the same date. Mr Andrews has been with the group for over 20 years and an executive director of Powell Duftryn since 1976. Mr Franklin will remain on the board as an executive director until his retirement in July 1986. Mr R. D. C. Hubbard has been

WESTLAND has appointed Mr K. Wills as production director, helicopter and hovercraft group. Dr J. D. Ault has become managing director of Saunders-Roe Developments and Mr A. J. Bundy has become general manager and finance director.

Mr James G. West has been appointed to the board of GLOBE INVESTMENT TRUST as deputy managing director. He management team since 1973 and has had particular responsibility for the management of its UK

EATON CORPORATION has appointed Mr Alan R. Kekwick as director of corporate affairs Europe and Mr Dai J. Williams as director of personnel Europe

Mr Eddle Atkinson, at present manager, group training, MID-LAND BANK, has been appointed south west regional director, from August 1 in succession to Mr Alan Treop, who has retred. succession to M who has retired.

Mr Selwyn White, financial director of E. Gomme, has been appointed to the main board of GOMME HOLDINGS. Be joined the group in December 1975. Mr David Gomme, who joined E. Gomme as assistant company secretary, has now been appointed company secretary of Gomme Holdings.

Mr Edward Davies and Mr Alan G. Rennedy have been appointed non-executive directors of REFUGE GROUP from August 1. Mr Davies is managing director of Provident Financial Joined to Group and Mr Kennedy is deputy chairman and chief executive of the Thomas Cook Group.

CAMBRIDGE ELECTRONIC INDUSTRIES has appointed Mr Barrie Cropper as managing director of subsidiary company C.I. (Polymers). He was with the Allen-Bradley Group.

Mr Alan W. Goodman has been appointed a member of the Devon and Cornwall regional board of LLOYDS BANK from September 1. Mr Goodman recently retired as regional general manager, Devon and Cornwall regional head office.

Mr Dougles Payne has been appointed an executive director of HARGREAVES GROUP.

Mr Andrew Buchan has been appointed a local director of BARCLAYS BANK in Scotland. He takes up his post in October. He takes up his post in October. Mr Buchan comes to Barclays from the Royal Bank of Scotland where he was general manager. central region.

viously financial controller. Mr Randles was field sales manager.

Mr W. C. Campbell has been appointed managing director of ASSOCIATED CONTAINER TRANSPORTATION SERVICES (ACTS) and a director of ACT. He was appointed a director of ACTS in 1976 and the following year he was named deputy year he was named deputy

Mr Marcus Beresford has been Mr Marcus Beresford has been appointed managing director of PLESSEY CONTROLS, Poole, following the appointment of Mr Ernest Jones as president of Stromberg Carlson Corp, Florida. Mr Beresford joined Pleasey from Lucas Electronics and Systems, where he was the director and general manager.

Mr Adrian Blackshaw has been appointed an associate director of CHARLES BARKER CITY.

Mr Jeremy Leichford has joined BRITISH SUGAR as joint company secretary (designate). His appointment is in preparation for the retirement next year of joint company secretary Mr Philip Cooper.

Mr Kevin McMahon has re-joined the BRITISH PRINTING AND COMMUNICATION COR-AND COMMUNICATION CORPORATION and has been appointed to the board of BPCC Pre-Press Corporation as personnel director. He was previously with BPCC as personnel director of Waterlow and Sons and before that was industrial relations advisor at the group's head office. Mr McMahon joins BPCC from The Guardian newspaper, where he was responsible for industrial relations.

Mr Robert Moore has been appointed managing director of DIAMOND SHAMROCK PROCESS CHEMICALS, Leeds. He succeeds Mr R. Wolfenden, who

Lyndoe (Holdings) has acquired through its subsidiary Taylor-Bradbury Furniture Contracts the business of REPROLINE REPRODUCTION FURNITURE. Appointed to the board of Reproline is Mr M. J. Lyndoe as managing director, Miss B. G. Taylor as director of financial resources and Mr A. Taylor as marketing director.

Mr Tom Weatherby has been appointed chairman and manag-ing director of WHITECROFT on the retirement of Mr John Tavaré from the board. A former joint group managing director of Tootal. Mr Weatherby was group chief executive of Read-son, a Manchester-based private company, mainly operating in



Mr Tom Weatherby, chairman and managing director of Whitecroft.

the textile industy, from 1974 to January 1985. He is a non-executive director of Simon Engineering and Chamberlain Phipps, and was appointed a non-executive director of Whitecroft in January 1984 and deputy chairman in February 1985.

Mr Walter Smith, formerly director general of the Ordnance Survey, has been appointed a non-executive director of SYSSCAN

Mr David S. Atkinson has joined the board of MORGAN LOVELL as pre-contracts

Mr Howard J. Claussen, managing director of DU PONT (UR), a subsidiary of the U.S. international chemical and energy corporation, has taken on additional responsibilities as director, petrochemicals (Europe). His new duties will include evaluation of business opportunities for petrochemicals in Europe.

cozru of LLOYDS BANK from September 1. Mr Goodman recently retired as regional general manager, Devon and Cornwall regional head office.

Mr Ron Kirby has inined RICHMOND SOFTWARE as managing director. He was previously managing director of Computer Market, which he founded in 1983.

A new group has been created—AGB SURVEYS. This will be responsible for the management of Research Surveys of Great Britain, Medical Market Studies, Britain, Medical Market Studies, Audience Selection, AGB Cable & Viewdata. Questel Qualitative Studies, AGB Travel Research International and QED Research. The operating directors will be Mr Frank Teer (chairman), Mr Nigel Spackman (managing), Mr John Clemens (marketing and development) and Mr Robert Howard-Jones (finance).

CHNOL Mware

PROVIDENCE CAPITOL LIFE
ASSURANCE CO has appointed
Mr Andrew Palmer as company
the board of DPCE (UR), com-FERRAG has made the following appointments to the board: tary of the parent company, Mr Jeo Bell, finance director; DPCE Holdings. He joined tor. Mr Bell, who is also made a director of T&F Equipment, as a senior financial accountant at Hewlett-Packard.

sistently for the past 20 years, it is not too difficult to show

progress once you start doing things in a sensible way," says David Boole, director of public

David Boole, director of public affairs for Jaguar.

It does seem that West Germany is one market where the separation of Jaguar from the state-owned BL has paid remarkable dividends. When Jaguar care were sold alternated

Jaguar cars were sold alongside

Jaguar cars were sold alongside other BL products with the emphasis put on a low-cost, value-for-money image, there was clear conflict with the approach required to sell Jaguars successfully.

As John Morgan, Jaguar's European sales director, says:
"We want good-quality, conservative-style presentation of our products. This is the approach we have followed consistently for the past two years

approach we have followed consistently for the past two years and the results show it is working. We are on solid ground."

West Germany is vitally important to Jaguar. It is the second-largest luxury car market in the world after the U.S. with an annual demand for 60,000 cars of that two Noil

of the West German car market,

representing sales of 5.500 to

a new partner to replace BL in West Germany when it became obvious that the luxury

car company would be sold back

It selected the Emil Frey group, one of the largest vehicle

importers on the Continent and the oldest Jaguar importer in

the world. In 1926 Emil Frey,

who started two years before selling motor-cycles in Zurich,

Switzerland, extended the busi-

ness to include importing and

to the private sector.

While dealer networks are the traditional marketing outlet of Western car industries, a more direct approach is the norm in Japan

DOOR-TO-DOOR selling in most

Just last week, for example, a

were just the salesmen spoke enough English describe their wares,

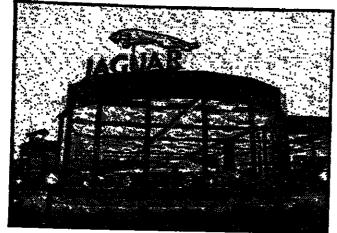
But in many cases door-to-

door selling in Japan is much more than it seems. Taking the

Mania

## JAGUAR, Britain's luxury car group, is belatedly making considerable headway with its drive into West Germany, home of its major rivals, BMW, Porsche and Daimler-Benz, the Mercedes company. Sales were a lowly \$45 cars in 1982 but reached 1,938 last year and are on course for a record 2,500 in 1985. Jaguar eyes W. Germany How was this achieved? "If you have mucked it up con-

BY KENNETH GOODING



Jaguar's highly conspicuous Kronberg headquarters

Frey recruited Otto, Prince of Sayn-Wittgenstein, as chief executive. He has been in the motor business since he was 19 (he is now 46) and until he joined Jaguar Deutschland, was with Citroen as the regional

than the UK — where registra-tions totalled 7,544 last year. In the medium-term the objective is to take 10 per cent with Citroen as the regional Jaguar began its revitalisation process by carefully choosing director responsible for the north of Germany with 160 dealers to look after.

Prince Otto says it was impossible to resist the invitation to head the new Jaguar company.

"Jaguar is an absolutely perfect car with a very good image in Germany. If customers are looked after properly it can be sold at any price." In fact, Jaguars have been carefully ber has crept back to 101 as priced to compete with the "S" class Mercedes at DM 76,000 to DM 87,000 (£19,000 to operate with far fewer dealers.

distributing cars from Britain: Wolsely, SS-Swallow, later to be Wolsely, SS-Swallow, later to be renamed Jaguar, and Singer models.

Today the group imports centre, spare parts like travelling more than about centre and retail outlet to be Jaguar, Austin Rover and Land Rover vehicles to Switzerland as well as Toyota and Subaru cars from Japan and Chryslers from the U.S. Frey also operates in selected because the build
"But the long-tent world where marging tike travelling more than about 60 miles to have their cars serviced, so Jaguar still needs many small dealers, selling one to 15 as staff of 65 and a long lease. Cars a year. Many are former term. And most Continental sales we in West Germany."

France - importing Toyota cars ing, now highly-conspicuously west Germany is vitally important to Jaguar. It is the second-largest luxury car market in the world after the U.S. with an annual demand for 50,000 cars of that type. Neil Johnson, the sales and marketing director, looks forward to the day when West Germany should absorb more Jaguar cars than the UK — where registrate. is said that every one of West Germany's senior industrialists travels along that road at least

The retail outlet was opened formally last month and it should sell 50 cars this year. Fifteen were ordered as soon as word got round that the outlet was to be set up—not one of those customers wanted to inspect a car.

Therefore, a car.

Therefo

held the Jaguar franchise from those in the Austin Rover car network, attempting not to do damage to either company.
Some 35 Jaguar dealers were given their notice but the num-

Ten outlets currently account The German Jaguar company for 70 per cent of all the cars has arranged for a complex sold and 20 do nearly 100 per housing a new headquarters, cent. However, people do not

been expected to put much extra capital into the Jaguar exira capital into the Jaguar business but to invest in manpower and training. The new headquarters at Kronberg can 
provide training when needed. 
In 1984 the dealers were told 
that they must set aside part of 
their service area specifically their service area specifically for Jaguar and that they must have one trained service person and one fully-trained Jaguar mechanic if they wanted to keep the franchise

This year, those dealers who DOOR-TO-DOOR selling in most industrialised countries has gone the way of the percolating coffee pot and the black and white television set. For the most part, direct selling is done on the telephone, through the post, or increasingly in some parts of the world, through home teletext systems.

One imagines Japan the wish to remain with Jaguar are being forced to improve their showroom presentation. They must also put aside one corner must also put aside one corner of their showroom specifically for Jaguar and must have one demonstrator model available in perfect condition — and it must be a current model. Jaguar's own outlet at Kronberg provides an example of what the company expects in future.

The company will probably lose another 30 per cent of its current dealer network because of these demands but applications for the franchise are arriving at the rate of six a week.

One imagines Japan, the world's second richest industrialised nation, to be at the forefront of the interactive media revolution. One can almost see housewives in Tokyo hunched over their VDUs, punching out an order for that night's sushi. In fact, direct selking in Japan is still very much rooted in yesterday's technology. Businesses of all kinds still depend on the door-to-door salesman.

arriving at the rate of six a week.

"So, by the end of 1985 we will have reorganised and strengthened the dealer network in time for the launch of XJ40," says Morgan. XJ40 is the model which will replace Jaguar's best-selling XJ saloons, probably some time next year.

The company feels that sales of 2,500 cars a year is about the most it can hope for from the current models but the XJ40 offers the chance to move on to Just last week, for example, a businessman working at home in residential Tokyo was visited by people selling things including motor cars, a water purification system, bean curd, tennis holidays and Jehovah's Witnesses, And those were just the salesmen who

offers the chance to move on to achieve 10 per cent of the West German luxury car market by 1990 by which time Jaguar hopes to have 130 strong

Jaguar's ambitions seem relatively modest compared with BMW's sales of 25,785 cars in Britain through its 149 dealers

more than it seems. Taking the car industry as a prime example, door-to-door selling is actually an extension of the Japanese mania for customer service. A foreign company which dismisses this mania as outdated, unnecessary or too costly is probably doing itself a disservice. many is an absolutely crucial part of Jaguar's determined drive to spread its sales over a wider geographic area, to do better on the Continent and to "We go through changes, but door-to-door selling will re-main," says Motoya Usami, domestic marketing manager cut the group's heavy reliance on the U.S. market. If Jaguar wanted to maxi-

mise profit today it would be for Nissan, Japan's second largest car-maker. Nissan dealers alone have an army of around 20,000 salesmen. On sending all its cars to the U.S., a highly-profitable market because of the strong dollar, not to Germany, the most-competi-tive luxury car market in the average, door-to-door salesmen will sell four to five cars each month. But for Nissan, the system fosters one of the com-pany's most valuable assets: world where margins are low.
"But the long-term health of Jaguar depends on one quarter of its output going to Con-tinental markets in the longer brand loyalty. term. And most of Jaguar's Continental sales will be made

# The foot soldiers selling more than just cars

BY CARLA RAPOPORT IN TOKYO



" If that's the man selling cars, tell him we haven't used the one from

door-to-door salesman is enough to convince a skeptic that Japanese companies really do pamper their customers. On a recent baking hot day, Mr Yamamoto, a 32-year-old salesman for Tokyo Nissan, slogged around to four customers before lunch. At each visit there was no trace of a head sale.

no trace of a hard sell. One got

an American or European busi-

ness person, but something the Japanese welcomed.

At each stop, Yamamoto was greeted warmly, given cups of green tea, but in no case was a promise of a sale given. Even

**EDITED BY ALAN CANE** 

part, that loyalty is due to the dedication of the door-to-door salesman. The salesman not only sells a car, he sells himself as part of the deal.

Nissan's individual salesmen, for example, know when each of their customers might be reach of to convince a skeptic that

their customers might be ready for a trade-in. Not only that, they probably have a good idea whether the customer can afford whether the customer can anoro a new Nissan car. The salesman is also on call to help handle the paperwork following an accident, help arrange the car's repair, or simply remind a customer when his or her car is social calls, something that up for a routine maintenance would be a distinct nuisance to up for a routine maintenance check.

In most cases, the salesman will arrange to have his cus-tomer's car collected and returned to the customer's home when it is time for a maintenance check-up. While making these arrangements, the good salesman will check to see if the customer is thicking the customer is thinking about buy-ing a new car. Solicitous questions about his or her family will help the salesman Nearly 70 per cent of car determine whether the bread-buyers in Japan remain loyal to one manufacturer through-

with a school administrator, who handled the purchase of the school's small fleet of cars and vans. The fleet is made up of about half Nissan cars, as mixed fleets are quite common in Japan. His job is to visit each owner of a fleet car and make sure they stay with Nismake sure they stay with Nis-san. He was unsuccessful with the school's head, however, who switched to a Mercedes Benz two

years ago.

In general, salesmen like Yamamoto make very few "cold" calls. "We don't go in for saturation bombing," says a Nissan executive. Instead, the salesmen make appointments with car owners at their offices. If this is impractical, he visits their homes. Most salesmen end up working a six-day week and get about two weeks' holiday a year. Most work on a straight salary of around Y4m (£11,800) a year, but commissioned salesmen are not uncommon.

A university graduate, Yamamoto said his job was a "kind of privilege." He seemed genuinely proud of what he was doing, even down to giving away packets of cheap handkerchiefs to each customer with a Fathon Chairman. with a Father Christmas kind

#### Dependent

With domestic sales of cars showing almost no growth, Nissan is increasingly dependent on its foot soldiers like Yamamoto. The company says that 60 per cent of its operating profit company from from falls like profit comes from frills like insurance, hire-purchase deals and other extras, with only 40 per cent coming from selling

As far as the dealers are concerned, new forms of distribution systems are eroding their business. These include leasing companies, department stores and even mail order companies, so, the young salesman was undaunted. Following a visit to a veteran Nissan car owner at a Tokyo radio station, he confided: "That was my fourth wisit in the last few weeks. Next wisit I mentally super the weeks weeks weeks were all who have the result toward after all who have the result to the r tomer, after all, who buys the frills and keeps coming to the

#### **TECHNOLOGY**

# Software that tracks down faults on a production line WINE DEPARTMENT

Peter Marsh on manufacturing control

THE SUPERMARKET manager government regulations has a problem. A customer has fallen ill after eating a can of beef-stew bought from his shop and the manager wants to find out why and how the mishap happened.

Discovering the details, however, may be far from easy. The manufacturer which prepared the food may have problems tracing exactly what happened to the product as it progressed through the factory. Still more difficult may be to find out about the raw materials that went into the stew. For instance, the food company could encounter problems in discovering which abattoir provided the meat, let alone details about the sequence of events on the farm where the animal was reared prior to

Difficulties of this kind crop up time and again in a variety of industries. Manufacturers of specialised equipment such as defence hardware may have to convince customers that they have satisfied certain requirements, over security for instance, at each stage in a

production process.

Companies that turn out

construction industry — that

The workers have found

A RESEARCH team in Man- adhere better.

safety or additives.

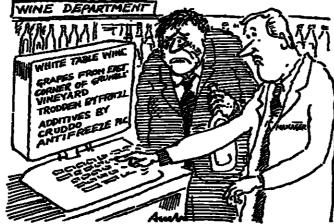
To meet the requirements of organisations with such prob-lems, Martin Marietta Data Systems of the U.S. has intro-duced a software package that enables companies to obtain from computers details of the minutiae concerning products and raw materials.

According to Hoskyns, a London-based Martin Marietta subsidiary which is selling the package in the UK, the software is an improvement on the manufacturing-control packages that are routinely available.

A range of companies, from major computer suppliers such as IBM and DEC to software houses such as Scicon and Logica, sell programs of this kind that help companies to manage their processing engineering operations.

With the Martin Marietta softin computers a range of information on, for example, quality-control procedures, the origin by-products.

Operators on the shop floo anything from confectionery to would provide Hewlett-Packard drugs may be called upon to list minicomputers with these dehuge volumes of information tails using small terminals. At huge volumes of information tails using small terminals. At gent federal regulations in the about individual points in the a later stage, managers would U.S. on food and drug safety manufacturing cycle to satisfy be able to interrogate the com-



puters to call up data from introduce such systems, every phase of manufacture.
One customer in the U.S. is
King Shrimp, a Florida-based
food company which with the
system keeps track of information about its fish products. With the software, the company can find out about when and where the fish were caught for specific packaged items.

It also uses the system to log information about by-products from fish processing operations, for example the fertilisers that are made from shells. of products through manufac-turing stages and details of clude BASF, which makes magnetic tapes, and drug manufac-turers such as Sandoz, Merck and Key Pharmaceuticals,

According to Hoskyns, strin-

The cost of the software itself is only £10,000-£20,000. It normally requires a network of perhaps 50-100 terminals plus central minicomputers that can cost £100,000-£200,000.

In Britain, Hoskyns hopes to sell the package to customers that have already bought more rudimentary sets of software for their factory operations, for example to keep trace of goods in warehouses or to link up shop-floor activities with finan-

One such customer could be Thorntons, the chocolate manufacturer, which has a factory in Belper, Derbyshire. Thorn-tons uses a Hoskyns system to keep details of how long its chocolates stay in stock. The same system stores information about different confectionary

#### **Satellite** link-up may bring help to the hungry

BY THOMAS LAND

A GROUP of highly skilled volunteers on both sides of the Atlantic is building a sophisticated second-generation satellite and a space communications infrastructure designed to meet frastructure designed to meet the needs of villagers around the hungry belt of the globe. The rapidly expanding project, co-ordinated by a British uni-versity, is to improve educa-tion, health, agricultural pro-ductivity and public administra-tion in remote areas tion in remote areas.

The system is based on a mall satellite in a low orbit, housing a battery operated com-puter which can communicate at amateur radio frequencies with nexpensive transmitters and receivers on earth. The vehicle circles the earth every 100 minutes, passing over every spot of the globe at least twice a day; and it is therefore capable of relaying messages anywhere.

The first public exchange of messages via UOSAT, the experimental communication satellite orbiting the earth at an altitude of 60km, has been described by Development Forum, the journal of the United Nations University. Introducing the new concept at a troducing the new concept at a conference of the Pacific Telecommunications Council in Hawaii, specialists from the development agencies supporting the project sent messages to the University of Surrey in Guildford, England, where the satel-lite had been built.

The messages — digitised packets of information—were stored in the satellite's on-board computer. A few hours later, when the satellite passed over England, the letter-perfect messages were transmitted to earth and printed out automatically by the Surrey ground station's small personal computer.

The project is backed by such groups as Volunteers in Technical Assistance (VITA), a private American non-profit and supervisory teams.

Organisation that helps solve technological problems for poor countries. and Ynter Perror countries, and Inter Pares, a Canadian non-governmental organisation concerned with education and economic self-



This youngster at Korem Camp in Ethiopia might have been helped sooner with better comp

tion and scientific research in the developing regions, is also interested in possible uses of the satellite.

The project will come into operation shortly when UOSAT is replaced by a new inexpensive, high-power communica-tion satellite called PACSAT. It will have many uses, all aimed at improving communications in isolated rural areas where lack of roads, telephones, electrical power and transport services limit the effectiveness of development projects.

The new satellite will widen access to information, assist schools, ease the logistics of famine relief and aid a wide range of enterprises by provid-ing reliable contact with distant

satellite will cost less than \$2,000 each. They will comprise

Larry Kayser, a manager for Bell Canada data network who is involved in building the new satellite, explains: "Our intention is to put a ground station in a corner of a village and to point the antennae in the right direction. A field worker would only have to check it for a few minutes every day. It would six there and accumulate messages."

Dr Gary Carricott, international applications manager for VITA, adds: "I just wish that the people co-ordinating famine relief in Ethiopia had a PACSAT to communicate with It would solve a lot of problems in getting help to those remote areas.'

VITA and its partner in the spare communication project, the non-profit Radio Amateur Satellite Corporation, hope to launch future PACSAT vehicles small computers, simple trans on a quasi-commercial basis minter-receiver sets the size of using non-amateur frequencies. organisation concerned with education and economic selfsufficiency in the hungry world.
The Ottawa-based International Development Research Centre, which supports higher educa
minter-receiver sets the size or a portable radio as well as they estimate the PACSAT budget, from design through launch and operation, including all equipment and personnel costs, at well under £1m. using non-amateur frequencies.
They estimate the PACSAT budget, from design through

#### White Horse calm Cover - THE BEST WAY TO SILENCE YOUR COMPUTER PRINTER 22 0845 24040 22

#### **Electronic** quality control

COMPANIES that use mould-

ing techniques to make plastic components could be helped by an image analysis system produced by Vinten Scientific Systems of Bury St Edmunds, Suffolk.

The hardware, called the Comparatronic 5124, compares a video image of a piece of plastic with a library of shapes and sizes stored in an electronic memory. A manufacturer can thus check on the dimensions of products without using mechanical probes or relying on a worker to inspect

ent using mechanical probes or relying on a worker to inspect goods visually.

A TV camera is positioned behind the mould tool to take pictures of objects as they emerge from the production equipment. The computer hardware checks the dimensions of the article in one twentieth of a second.

With this technique, a manufacturer can check, for example, that the moulded item has been ejected out of the mould safely without the tool snapping off a vital part such as a pin. More on 0284 2121

#### Measuring flow in pipelines

THE NATIONAL Engineering Laboratory in East Kilbride is to study the costs of measuring fluid flow in pipelines.

The work will examine new ways to produce orific plates —discs with a hole in the middle which are inserted into pipes. By measuring the ure difference across the plate, the rate of flow can be calculated.

The laboratory, run by the Department of Trade and Industry, is trying to assess if the tolerance required for the plates under international standards regulations are unnecessarily stringent. It is setting up a consortium of companies which will receive results from the programme and help to pay for the work,

the painting trade, the paint keys" better - if the surface The studies, in which researchers are attempting to measure the force with which paint sticks to a variety of substances, could change the way civil - engineering companies approach the job of painting tor of interest not only to the

rge structures.
Conventionally, they grit-blast e maternal, primarily to clean home decorating, has been done large structures. the material, primarily to clean home decorating, has been done it but also in the belief that before only with inaccurate a rough surface makes the paint methods.

chester is challenging one of The conclusion about outdoor the traditional tenets of the painting is one of several unexpected results of work partly paint on metal structures such supported by International Paint as bridges adheres better if the at the Department of Corrosion surface is roughed up initially. Science and Engineering at the The workers have found University of Manchester Insti-In the studies, in which the Manchester workers are collaborating with International through the hole to force the "skin" of paint above instead that adhesion is im-proved—in the vocabulary of In the studies, in which the Paint's research laboratories at Gateshead, researchers led by Dr David Scantlebury have con-

The conclusion about outdoor

structed an ingenious machine which measures paint adhesion. According to Dr Scantlebury,

few millimetres in diameter. which is plugged with a piece of plastic. One side is coated with paint of the required

the cavity away from the material.

With a microscope attached to a video camera, a researcher can record the rate at which the blister of paint swells and eventually bursts. By correlating this with the pressure of the fluid, the worker measures the force with which the covering adheres to the surface. So far the UMIST workers

Traditional paint theory comes unstuck In the UMIST technique, the degree of adhesion between material to be painted first has paints of different types and a hole drilled through it of a different kinds of surface material In further work they hope to

understand better the nature of the force that causes paint to bind. This is thought to be a weak molecular force between particles in the wall or structure and in the paint. Dr Scantlebury says another unexpected outcome of studies using the UMIST machine con-

paint which is saturated with He showed that construction companies need not worry 100 much if it rains while they are painting outdoor structures be cause once dried by the sun the paint adheres as well as paint that has not been mixed with have obtained ratios for the water.

cerns the adhesive strength of

(OpCo), and the market con-sensus was for a taxable figure of around £50m, compared with last around £50m, compared with last year's £56.91m. In the event, the result at £52.16m—including a £1.65m concribution largely from the Laing & Cruickshank associate—was enough to put 7p on the shares, which closed at 247p.

Mr John Barkshire, Mercantile chairman, was in a "quietly confident" mood yesterday, despite the profit slip. "We think most of the group is going well. We believe that the spread of the business operationally and geo-

believe that the spread of the business operationally and geographically will enable us to make progress even if London becomes less profitable."

The identified two gaps within the propent structure: the Tokyomarket, where Mercantile would like to buy a holding in a lapanese securities house, and fund management in the UK, Turnover for the period to the wholesale broking division to a 24 per cent rise to profits of 533.5m.

This profit increase went some decline in the investment banking and securities trading division to a 24 per cent rise to profits of 533.5m.

This profit increase went some decline in the investment banking and securities trading division to a 24 per cent rise to profits of 533.5m.

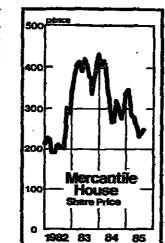
This profit increase went some decline in the investment banking and securities trading division to a 24 per cent rise to profits of 533.5m.

This profit increase went some decline in the investment banking and securities trading division to a 24 per cent rise to profits of 533.5m.

of 8 per ceut, the City reacted favourably yesterday to Mercantile House Holdings' figures for the 1984-85 year.

Analysts had been alert to problems in the U.S. stockbroking subsidiary Oppenheimer & Co (OpCo), and the market consequence of the constraint of the investment banking and securities trading division is currently achieving an improved securines training division is currently achieving an improved performance it requires a fall in interest rates in the UK and a return of the private investor to Wall Street before their for-tunes will dramatically improve." He saw some evidence that both these events may happen.

He was very encouraged by the progress made by the Marshalls and William Street broking confavourable markets, and helped the wholesale broking division to a 24 per cent rise to profits of



In the UK, Alexanders Dis-count's good start to the year was more than offset by losses brought about by successive rises in interest rates early this year. The figures include the

results of the enlarged discount house created by the merger of Alexanders with Jessel, Toynbee & Gillett last September. The chairman also said that

The chairman also said that the Saturn leasing operation continued to make excellent progress, and Rouse Woodstock, now without any presence in the U.S., improved its performance, particularly at home.

In contrast, in the U.S. OpCo was adversely affected by the low level of retail commissions and the loss of its range of specialist tax-advantaged products as a result of proposed charges to the U.S. tax structure.

Another U.S. offshoot Oppon Another U.S. offshoot, Oppenheimer Capital (OpCap), produced an "excellent performance,"

in the circumstances, the directors consider the overall result satisfactory, and have recommended a final dividend of 9p (8.25p) for a total of 13p (12p). Earnings per share are stated at 39.87p (44.25p) undiluted.

An extraordinary item of £LOIm relates to the withdrawal from U.S. commodity related. from U.S. commodity related activities due to low margins.

#### Guinness and Bell step up bid battle

whisky distiller, allowed a trial Guinness & Sons only a brief period of glory yesterday when it announced that sales of Guinness in the first six months of this year were the best for any com-parable period in the last 15

For Bell, which is making a fierce fight against a take-over bid by Guinness announced later in the day that according to a sales audit of the licensed retail trade, carried out by Stats MR, Guinness's share of the overall beer market had continued to decline since the new manage-ment of Guinness took over in

Guingess had announced that sales of draught Guinness in the first half of this year increased by over 5 per cent in volume against the same months in 1984. The figures, said Guinness. were the best for 15 years and marked the tururound in sales

The company, which is about to launch an advertising cam-paign confirmed that sales of its stout in returnable bottles were stoot in retarnative bothes were the industry generally with the growth being in non-returnables, in the first six months of this year sales of the company's 16 oz cans of Guinness were up

by 15.5 per cent
Bell took yesterday's announcement as an opportunity to
attack claims made by the
Guinness management about
their marketing skills.
Bell said that in the take-home
beer market, research showed
Guinness' percentage share of

niage s off-sales had fallen—at the end of December 1984 it was little more than two-thirds of its 1981.

The directors say that property

# Reed's £10m freesheet purchase

BY DAVID GOODHART

of the 7.1m shares.

Reed, which already owns several paid and free provincial newspaper groups, has offered either 135p cash for each Morgan

Morgan Communications, the fast growing non-union free newspaper publisher, has been bought by Reed International in a deal which values the company at 133p, while Reed's rose 1p yesterday to close at 133p, while Reed's rose 8p to launched the group in 1977 with launched the group in 1977 with the Wimbledon Guardian, stands to pick up nearly £75m through the sale. He owns 77 per cent of the 7.1m shares.

Reed, which already owns several paid and free provincial newspaper groups, has offered either 135p cash for each Morgan.

holding 85 per cent of the shares, morgan for £500,000 as part of the deal.

He said yesterday that "the deal the said yesterday that "the said of playing with papers on the south coast appeals to me and added that he may eventually return to the stock market with an expanded south coast group.

Norgan for £500,000 as part of the deal.

He said yesterday that "the ideal of playing with papers on the south coast appeals to me and added that he may eventually return to the stock market with an expanded south coast group.

Norgan for £500,000 as part of the deal.

He said yesterday that "the ideal of playing with papers on the south coast appeals to me and added that he may eventually return to the stock market with an expanded south coast group.

Norgan for £500,000 as part of the deal.

He said yesterday that "the ideal of playing with papers on the south coast appeals to me and added that he may eventually return to the stock market with an expanded south coast group.

Norgan for £500,000 as part of the deal.

He said yesterday that "the ideal of playing with papers on the south coast group.

Norgan for £500,000 as part of the deal.

He said yesterday to close at 63p.

Norgan for £500,000 as part of the deal.

He said of playing with papers on the south coast group.

Norgan for £500,000 as part of the deal.

He said of playing with papers on the south coast group.

Norgan for £500,000 as part of the deal.

He said of playing with papers on the south coast group.

Norgan for £500,000 as part

either 135p cash for each Morgan share or 135p of unsecured loss notes of Reed for each Morgan the continy acquired and less profit and Group, and Mr Morgan said ordinary. Mr Morgan, the chair able south coast titles—with a he wanted "to fight the battle combined circulation of 300,000 on fewer fronts for a time."

#### **Interest costs restrict Cowie rise**

HIGHER INTEREST charges although any major effect on the have put the brakes on T. Cowie's balance sheet will not materialise expectations, and the continua-

1112.86m (£100.08m for nine six-month period is being combast the shares on a meagre prospect of £3.2m has the

bave put the brakes on T. Cowie's expectations, and the continuation of high rates will continuate to downgrade the company's anticipated level of profitability, say the directors.

Taxable profits for the six months to end-June 1985 amounted to £1.63m, a sharp improvement on the £807.000 attained in the comparable ninemonth period. However, the advance was restricted by a £2.26m rise to £4.55m in interest confident of substantially improving the results to a record level of or the year.

Cowie is engaged in motor vehicle dealing, coach operations, safety equipment, and finance. In the six profits in the first half. On the downsting the utilisation of tax losses has brought with it a list per cent leap in interest charges and has the group garred up like a finance house interim dividend is 1.25p, compared with 1p for the nine-month period. However, the advance was restricted by a £2.26m rise to £4.55m in interest costs.

T. Cowie has dabbled with motor-cycles, coaches, tractors and fire alarms without any notable success but with the for the year.

Cowie is engaged in motor vehicle dealing, coach operations, safety equipment, and finance. Impressive even before making the very period.

The first-half tax was considerably division which has contributed the division which has contributed the period against in the first half. On the downstantially minimised by the utilisation of tax losses has brought with it a list, the growth in the leasing business has brought with it a list, the first-half profits growth in the first half. On the downstantially minimised by the utilisation of tax losses has brought with it a list, the growth in the first half. On the downstantially in the fir

# "The pre-tax results for the first half of 1985 are 33 per cent up on those for the first half of 1984."

W.N. Menzies-Wilson Chairman

OCCON

Continued progress in Cory

OCL performs well

OCEON

Dividend up

	<b>jan-june</b> 1985 £m	jan-june 1984 £m	Year 1984 £m
Turnover	411.7	358.7	779.8
Trading Profit	8.6	6.9	16.2
Profit before tax	15.7	11.8	30.1
Profit attributable to			
stockholders	7.7	3.5	14.1
Earnings per stock unit	q8.6	3.1p	16.8p
Dividend per stock unit	2.55p	2.15p	5.50p



For further details, please write to The Secretary, Ocean Transport & Trading plc, India Buildings, Water Street, Liverpool L2 ORB.

#### **Portuguese** stake costs **BAT** over £40m

Wiggins Teape, the UK paper-making subsidiary of BAT Industries, is to pay £41.25m for a 42.9 per cent stake in Portuguese pulp producer Coporcel. The deal, announced in principle last October, involves the building of a paper machine in Portugal with a minimum capacity of 120,000 tonnes. Soporcel-Sociedade Portu-

Soporcel—Sociedade Portuguesa de Celulose—is a private company, most of its
capital being owned by Portuguese banks. The company
has already built a pulp mill,
started up in the middle of
last year, with a planned
capacity of 280,000 tonnes.

The mill uses as raw material Portugese eucalyptus. Of the 280,000 tournes of pulp already purchased yearly by Wiggins Teape for its paper making, over 100,000 tournes consists of euralyptus pulp from Brazil and the liberian peninsula.

Wiggins Teape's parent
BAT has large encalyptus
pulp interests in Brazil, held
through its Souza Cruz subsidiary. It seems likely that
purchases from Brazil will
continue, but that supplies
from the Iberian peninsula
will be increasingly sourced will be increasingly sourced

Plans for the paper machine, including feasibility studies, should take until the end of 1989 to complete. Installation of the machine is expected in the early 1990s.

The cost is provisionally estimated at \$200m (£140m), estimated at \$200m (2140m), but it is expected that this will be wholly met by each flow from the pulp mill with-out further capital invest-

For Wigging Teape, the move represents a marked change in strategy. Although one of the UK's biggest papermakers, the group has specialised in niche markets with high added value, and has kept out of integrated production involving both pulp and paper manufacture.

The Soporcell machine will produce wood-free printing and writing papers, and will offer Wiggins Teape the opportunity to move into larger volume commodity products based on cheap raw materials and integrated manufacture.

The strategy forms part of a repositioning throughout the European paper industry. Countries such as the UK and for paper, but modest timber resources. Timber producers such as Sweden, Finland and Portugal has correspondingly

small populations.

Partly in response to the potential threat from U.S. producers, who enjoy both a large market and large tim-ber resources, some European Yorkshire for £145,000 in cash. producers are looking to join forces.

Smiths Industries' S. African disposal

SMITHS INDUSTRIES, the aerospace and marine instru-ment supplier, is pulling out of South Africa with the sale of its Durban-based automotive component subsidiary to Metair Investments, a South African automotive compo-nents manufacturer, for an undisclosed price.

However, Smiths said yesterday its turnover in South Africa was around £5m, and the net asset value of Smiths Industries (Pty) was

around film.
Smiths claimed the sale completed its "planned with-drawal from the automotive

sector worldwide."
The disposal, however, has taken place at a time of great uncertainty about the future of South Africa, and the stock market reacted to the sale by marking Smiths' shares up 10p to a closing price of 179p.

#### BOARD MEETINGS

TODAY
Interime: Barcleys Benk, Berkefey
Technology, Johnstone's Paints, Midland Beak, St Andrew Trougt,
Finals: Peter Black, Electron House,
Lister, London and Gartmore Investment Trust.
FUTURE DATES

Financial Diary COMPANY MEETINGS Friday, August 2
COMPANY METINGS—
BPB industries, Jam-on-the-Park Hotel, Hamilton Flace, Park Lane, W. 12.00
Britzhease Dadley, 22.3 Rogley Roas, Celeston Bodiey, 22.3 Rogley Roas, Celeston Industries, Brown's Hotel, Dover Stroet, W. 12.05
Country Gentlemon's Asan., Icknield Way West, Letchworth, Heris 12.15
Cultur's 2.1 Bernera Street, W. 3.00
Finlaw Liamasi. 25 Glassion Street, Glaspow, 12.00
Britale Liamasi. 25 Glassion Street, Glaspow, 12.00
Britale Liamasi. 25 Classion Street, Glaspow, 12.00
Britale Common Street, W. 3.00
Finlaw Liamasi. 25 Classion Street, Glaspow, 12.00
Britale Common Liamasi. 26 Classion Street, Glaspow, 12.00
Britale Scheen, 2 Little Trialty Lane, EC. 12.05
Smith Brothers and Charlette of Chartonees
Smith Brothers and Street Place, E. 12.15
Cannot Darnote Darnote, Dar Blackburn, 11.30 smith Srothers, institute of Chartored Accountaits, Moorgate Place, EC, 12.15 Sound Diffusion, Datem House, Darigdor Road, Move, Sostax, 5.30

> LADBROKE INDEX 948-944 (+4) Tel: 01-127 4411

# Debenhams battle hots up as Fraser lifts stake

BY MARTIN DICKSON

House of Fraser, the stores group which on Tuesday unveiled a joint scheme with Debenhams to block the Burton bid, disclosed yesterday that it had lifted its stake in Debenhams to 22.52 per cent, through the purchase of 7.5m shares.

In the store bought by Fraser on Tuesday were sold by Warburg Investment Management, a fund management

BATTLE intensified yesterday for the support of Dehenhams bein gerutinised by the Office of shareholders who must decide on Friday whether to accept Burton Group's £550m bid for the department stores group.

Insuically, the 7.5m shares

bronically, the 7.5m shares bought by Fraser on Tuesday were sold by Warburg Investment Management, a fund manager in the same group as Burton's financial adviser, S. G. Westburg

7.5m shares.

Meanwhile Burton anxious to get and loan stock at convince investors that its offer still has hopes of success, was emphasising that Fraser's a 3270 cash alternative.

Mr Raiph Halpern, Deben-hams' chairman, and Sir Terence hams' chairman, and Sir Terence
Conran of Habitat-Mothercare,
which is backing Burton's offer,
yesterday toured City institutions
seeking to rally support.

In a letter mailed to Debenhams shareholders last aight, Mr
Halpern said that House of
Fraser's share purchases could
lead to a reference to the Monopolies Commission. "If Burton
offer lapses, the value of your
Debenhams shares may well be
further depressed by House of
Fraser being required by law to
sell some, or all, of the Debenhams shares it currently owns,"

profit against a \$127,000 toss, but the core aviation division slipped from £1.49m to £924,000 in spite of an improved performance from W. Henshall, which is benefiting from management changes. The refurbishment of sircroft is a buoyant market but merging are under increase.

## Aim advances 49% to £1.7m

Ahm Group, the aviation and general engineer, achieved a 49 per cent increase in taxable profits from £1.16m to £1.72m for the ways to gold form?

ABM's pre-tax figure disappoints

the year to end-April 1985. The result follows on from the 71 per cent advance shown at halfway which Mr R. MacDonald-Hall, the chairman, said con-firmed solid progress by the group.

Turnover for the year rose from £13.22m to £16.72m and earnings per share advance2 by up to 8.9p after tax of £791.000 (£329.00)—there were extraordinary debits of £52,000 (£164,000). The board is recommending an unchanged final dividend of 3.85p.

600 Group orders strong By David Goodhart

Sir Jack Wellings, chairman of machine tool manufacturers the 600 Group, told the AGM yester-day that recent acquisitions had put the group in the top five in its sector in the UK.

its sector in the UK.

The company recently announced pre-tax profits of £7.6m on turnover of £187.3m and the chairman said that after four very difficult years the order books for the first three months. books for the first three months of the year remained strong and the improvement continued.

A threatened shareholder revolt, led by Mr David Wilson, in protest against the recent poor performance of the company and alleged distortions in the presentation of the company's figures came to nothing. Sir

figures, came to nothing. Sir Jack Wellings was re-elected by 8.6m votes to 41,010.

Glass Glover Glass Glover, the fresh fruit and vegetable importer and distributor has acquired a 51 per cent interest in Exel Produce, a glasshouse and heat reclamation project from Express Dairy, for

650,000 in cash. Exel, which was set up in 1979 Oc as a joint venture between Express and the Central Electricity Generating Board, is scheduled for completion in September of this year. Glass Glover is also acquiring a 103 acre Express Dairy farm near the Exel site in North

AIM's pre-tax figure disappointed those who had expected a recovery to the 1982 peak of £2.25m but the 49 per cent increase generated enough optimism to keep the shares steady at 98p. This optimism could be misplaced: the biggest single contributor to profits growth was the contracting division, whose profits leapt from £12.000 to £347,000 largely because a number of completions happened to come through in the 1984 period. There was a healthy turnround at the Mealstream oven-making subsidiary which made a £133,000

Good start for CAP shares

BY STEFAN WAGSTYL

pite the recent weakness of prices in the high technology sector. The shares, offered at 120p, opened at 131p when dealings started, and rose steadily to close at 141p.

SOFTWARE COMPANY CAP market conditions. The fall in Group made a sound debut on share prices in the electricals the stock market yesterday despite the recent weakness of group to scale down its valuation from £30m-£40m, as indi-cated early in June, to £26.2m

at the offer price. opened at 131p when dealings started, and rose steadily to close at 141p.

Jobbers said that very little business was done in the stock. Mr Graham Meek, a director of Wood Mackenzie, broker to the issue, said that turnover had been reasonable with institutions buying shares.

However, yesterday's market debut was helped by a modest recovery ameng high technology debut was helped by a modest recovery ameng high technology discovery ameng high

been reasonable with institutions buying shares.

CAP Group has pulled off its coming to market in these flotation in very difficult stock places undeed with the price. One jobber said: "I think they deserved a premium just for coming to market in these conditions."

#### **DIVIDENDS ANNOUNCED**

	:urrent	oef s	Corre- ponding		Total iast	
	ayment	payment	div.	Year	year	
im Group	3.85	Oct 1	3.85	5.75	5.75	
rmitage S	2	_	2	3	2	
aledonian Cinemas	60**	-	8	62	10	
. Cowie int	1.25	Aug 23	<b>1</b> 1[	_	2.751	
lartin Fordint.	nil		nil	_	0.05	
avelock Europa	1.6#			2.3		
ercantile Hse	9	Sept 25	8.25	13	12	
cean Transportint.	2.55	Nov 1	2.15		5.48	
avid S. Smith	2†	Oct 1	1.5	3	2.5	
rent	0.63		0.53	1.65	0.88	

50p jubilee payment,

Notice of Redemption

#### **International Standard Electric Corporation** 6% Sinking Fund Debentures Due 1986

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of March 1. 1966, under which the above described Debentures were issued, International Standard Electric Corporation will call all of its 6% sinking fund debentures due 1966 remaining out standing for redemption on September 1, 1985 the "sinking fund redemption date") through the operation of the Mandatory Sinking Fund and Optional Sinking Fund Payment provisions at 100% of the principal amount thereof (the "redemption price"), together with accrued interest

The Debentures specified above will become due and payable and, upon presentation and surrender thereof (with all coupons appertaining thereto, manuring after September 1, 1985), will be paid on said redemption date at Bondholder's Services Department, 5th Floor of Citibank, N.A., 111 Wall Street, New York, N.Y. 10043, at the offices of Citibank, N.A. in London (City Office) and Paris, or at the principal offices of Societe Generale de Banque S.A. in Brussels, Dresdoer Bank Aktiengesellschaft in Frankfurt, and Banque Generale in Luxembourg, as the Company's Paying Agents. On and after said redemption date, interest on said Debentures will

Coupons due September 1, 1985 should be detached and presented for payment in the usual

International Standard Electric Corporation By: CITIBANK, N.A.

NOTICE

Withholding of 20% of gross redemption proceeds of any payment made within the United States is required by the Interest and Dividend Compliance Act of 1983 unless the Paying Agent has the correct tax identification number (social security or employer identification number) or exemption certificate of the Payee. Please furnish a properly completed Form W-9 or exemption certificate or equivalent when presenting your securities.

# Wardley London Limited

with effect from 1st August 1985 has changed its name



HongkongBank Limited

Merchant Bankers

Wardley House, 7 Devonshire Square, London EC2M 4HN

Tonks

ruling

By Terry Poyey

victorious

after Court

known.

According to County Bank this strategy was aimed at limiting the Tonks' camp capacity to buy in the market. Tonks could not exceed 15 per ceut in its direct purchases as it was unable to raise its cash offer which had already been declared final.

At Save and Prosper there seems to have been some confusion over the share parcel, with one fund manager selling in the market and another assenting to the paper-plus-cash bid.

Further confusion was caused yesterday when County Bank announced that it had been in the market and bought 1,000 Cartwright shares at 200p—some 25p above the offer level. According to the bank the buying move was only to protect its position as a plaintiff

as a planning
Although County Bank was given leave to appeal against yesterday's court ruling it would seem that such a decision

is unlikely. The bank intends to write to Cartwright's share-holders urging acceptance of the Tonks' offer on which the 165p cash alternative lapsed last Friday.

# hots

MUNCED

per de

**UK COMPANY NEWS** 

# Associates lift Ocean to £15.7m

A SHARP rise in associate con-tributions was mainly behind a near £4m increase to £15.7m in near 24m increase to £15.7m in interim taxable profits at Ocean Transport and Trading. OCL, in which Ocean and P & O are partners, in particular

performed strongly and accounted for most of a 55.6m rise to £12.7m in trading profits from marine associates.

Cory, the fuel distribution,

FOLLOWING a High Court hearing yesterday Newman Tonks emerged successful in its bitterly contested bid for R. Cartwright (Holdings). The £11.9m offer closed last Friday but the count of shares was disputed by Cartwright. ing yesterday Newman Tonks emerged successful in its bitterly contested bid for R. Cartwright (Holdings). The £119m offer closed last Friday but the count of shares was disputed by Cartwright.

On Friday, Hill Samuel, on behalf of Tonks, claimed that it had purchased or received acceptances for 52.348 per cent of Carwright's issued equity. In response the Cartwright camp claimed that a parcel of 250,000 shares, about 3 per cent, had been double counted. The parcel was sold by Save and Prosper.

The Court yesterday found that the disputed short sale of shares by Save and Prosper.

The Court yesterday found that the disputed short sale of shares by Save and Prosper was valid provided no evidence existed of collusion between the vendor and the buyer. County Bank, on behalf of Tonks, accepted that the purchase from the institution had been made in good faith.

As the champagne bottles were being broken open at Hill Samuel, Tonks' adviser, the victorious party claimed that it had been the Cartwright camp which had urged Save and Prosper to sell in the market once the institution's intention to assent to the offer became known.

According to County Bank this strategu was simmed at limit, this strategu was simmed at limit, this strategu was simmed at limit.

Vickers has sold Vickers-Dawson, its bottling equipment manufacturing division, to Barry-Wehmiller, a wholly-owned sub-sidiary of Barry-Wehmiller Co, of the U.S., for about £1.8m. This has been satisfied by the issue to Vickers of shares in Barry-Wehmiller, which plans to close the Vickers-Dawson Crayford works where virtually all 170

the Vickers-Dawson Crayford works where virtually all 170 jobs will be lost.

PILKINGTON BROTHERS' shareholders were told at the

annual meeting that the group's UK operations were likely to be in deficit at the interim stage-traditionally the weaker half-because of exceptional redund-

ancy charges. The company also warned of the possible adverse affects of exchange rate fluctuations, which cost the company EIL7m in overseas profits last

INTERNATIONAL DISTILLERS

COMPANY NEWS IN BRIEF

and Vinters, a subsidiary of Grand Metropolitan, has acquired John B. Wilson and Sons, wine and spirit wholesaler and retailer, for £1.5m, financed partly by 300,000 new ordinary Grand Metropolitan shares, by £420,000 of 11 per cent redeemsable unsecured loan notes 2000, and £223,424 cash. The acquisition will strengthen IDV's wine engineering and other maintains and gas industries.

CYSTIC FIBROSIS RESEARCH Investment Trust had a net to end-June 1985, after tax of £9.113. Income totalled £47,053 and expenditure £16.586. Its net asset value per £1 share was 344.3p at end-1984, and 265.7p at end-June 1984.

more than £2m.

tinue to focus on the heavy engineering and other manufac-turing sectors supplying the oil



the chairman.

West Africa trade has im-

Mr. W. N. Menzies-Wilson.

depressed by the condition of the supply boat market but its "continuing profitability com-pares very well with others in the same market."

ings are a welcome counter-balance."

First half earnings rose to 6.8p (3.1p), after tax of f7.6m (f4.9m), and the interim dividend is being raised to 2.55p (2.15p).

Comment

Ocean unfurled some healthy interim results yesterday, but irritated the City with what was seen as another ungenerous dividend rise now that profits are on the move. It was after the small rise in the total 1984 pay-**Murray Growth shareholders** wait on board's decision

proved over 1984's depressed ment that P & O took advantage results but, as expected, recovery remains slow.

Group turnover for the six months to end-June 1985 rose from £358.7m to £411.7m. The total could come. Overseas Containers from £358.7m to £411.7m. The

Group turnover for the six months to end-June 1985 rose from £358.7m to £411.7m. The pre-tax result was struck after ship sale losses of £2.9m (profits flm) and interest of £3.9m (profits flm) in OCL's earnings reflects high cargo volumes between half trading conditions so far are similar to those in the first high cargo volumes between half trading conditions so far are similar to those in the first high cargo volumes between high cargo volumes between the Far East, cuts in overheads and shrewd currency hedging. But new rival ships are coming retax, and continuing volatility could have a material impact on our international businesses. In these circumstances, Cory's steadily increasing sterling earnings are a welcome counterbalance."

First half earnings rose to \$5.8m (19 19 10 to 19

BY ANDREW ARENDS

and spirit retailing company, Peter Dominic. AUTOGEM. a manufacturer and AUTOGEM, a manufacturer and supplier of exhaust fittings, has been purchased by a management consortium from UAC International, a Unilever subsidiary, which had owned the company since 1978. Autogem's subsidiary companies, KRC Quality Rubber Mouldings and Geney Engineering, were in

The Fund and its associates already hold 248 per cent of Murray ordinary shares and 23 per cent of its "B" ordinary Genex Engineering, were included in the deal, which forms part of Unilever's strategy of selling off "non-core" businesses. The purchase involved assets of shares. The offer is 100 per cent of

Murray Growth's net asset value in cash, subject to a minimum price of 1025/64thp a share for each ordinary "B" ordinary share. BTR has sold Tilling Energy, through which it owns a 3.8 per cent share in a licence for oil exploration in the North Sea Block 16/12A, to Trafalgar Oil and Gas, a subsidiary of Trafalgar House. The consideration was £3m. BTR says it will continue to forus on the heavy

share.

The Fund said it was not possible to predict the exact investment portfolio.

amount shareholders would receive, but calculated the offer as 113.2p per share at close of business on July 29. Last night This advertisement is published by McCorquodale PLC, whose directors (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinious expressed herein are fair and accurate. Each of the directors accepts responsibility accordingly.

THE BOARD of Murray Growth
Trast, the Glasgow-based investment trust with net assets of
£152m, yesterday advised shareholders to take no action on
the cash takeover bid launched
for it from the Merchant Navy
Officers' Pension Fund.

The Fund and its associates
already hold 24.8 per cent of
holders shortly with its views

holders shortly with its views on the offer.

Murray Growth's largest hold-ing is a 6 per cent stake in Robert Fleming holdings, parent of the merchant bank which is also advising the Trust. Its investments are split between the U.S. and the UK, with electric and electronic shares accounting

COALITE GROUP

"We have demonstrated throughout 1984/85 that we have the resilience to overcome extremely difficult trading conditions. We shall take full advantage of the recovery and reinforce our outstanding reputation for service.

We look to the future with confidence."

(From Chairman's Statement)

Eric Varley, Chairman

GROUP RESULTS	1985 £000	1984 £000		
Turnover	466,775	441,774		
Profit before tax	33,473	32,530		
Tax	15,364	12,602		
Dividends	5,529	4,988		
Earnings per share	21.06p	23.17p		

The main activities of the group comprise solid smokeless fuel manufacture, oil and chemicals' production and processing, oil exploration, fuel distribution, vehicle building and distribution, transport, warehousing and shipping services, builders' merchanting, instrument manufacture, and sheep farming and trading services in the Falkland Islands.

Notice of Redemption and Termination of Conversion Rights

#### American Tobacco International Corporation

51/4 % Convertible Guaranteed Debentures Due 1988 (Convertible into American Brands, Inc. Common Stock)

NOTICE IS HEREBY CIVEN that, pursuant to Article Four of the Indenture dated as of NOTICE IS HEREBY CIVEN that, pursuant to Article Four of the Indenture dated as of August 1, 1968 (the "Indenture") among American Tobacco International Corporation (the "Company"), American Brands, Inc. (formerly The American Tobacco Company) ("American") and Morgan Guaranty Trust Company of New York (the "Trustee"), under which the Company issued its 51/4% Convertible Guaranteed Debentures Due 1988 (Convertible into American Brands, Inc. Common Stock) (the "Debentures"), and the ainth paragraph of the Debentures, the Company shall redeem on September 17, 1985 (the "Redemption Date") all of the outstanding Debentures at a redemption paice of 100% of the principal amount thereof (the "Redemption Price"), plus accrued interest from August 1, 1985 to the Redemption Date in the amount of \$6.71 for each \$1,000 principal amount of Debentures.

The Debentures shall become due and payable on the Redemption Date at the Redemption Price plus accrued interest which shall be paid upon presentation and surrender of the Debentures together with all coupons thereto appertaining maturing after the Redemption Date at the paying agencies listed below.

The Debentures will no longer be outstanding after the Redemption Date and interest on the Debentures will cease to accrue from and after the Redemption Date and the coupons for such

Pursuant to the Indenture, the principal amount of any Debenture may be converted into ahares of Common Stock, of the par value of \$3.125 each, of American ("American Common Stock") at a conversion price of \$18.00 per share. Any holder who elects to convert his Debentures into ahares of American Common Stock should surrender his Debentures with all unmatured coupons thereto appentaining, together with written notice of election executed by such holder that the holder elects to convert such Debentures and specifying the name or names in which the shares of stock deliverable upon conversion shall be registered, with the address(es) of the person(s) so named, to one of the conversion species at its address specified below. The right to convert the Debentures into shares of American Common Stock will terminate at the close of business on September 17, 1985 (unless the Company shall default in payment due upon redemption thereof), and after that date no further conversions of Debentures can be made.

On July 25, 1985, the last reported sale price regular way of the American Common Stock will test the converted sale price regular way of the American Common Stock of the stock deliverable upon redemption thereofy.

versions of Debentures can be made.

On July 25, 1985, the last reported sale price regular way of the American Common Stock on the New York Stock Exchange was \$63.875. It should be noted that upon conversion of \$1,000 principal amount of Debentures a holder will receive 55 shares of American Common Stock on the New York Stock Exchange is \$63.875 on the conversion date, a cash amount of \$35.77 in lieu of fractional shares. Based on such sale price of American Common Stock on the New York Stock Exchange, such conversion would be valued at \$3,548.90. In contrast, if such holder were to elect to have his Debentures redeemed, he will receive \$1,006.71 for each \$1,000 principal amount of Debentures, which includes interest accused from August 1, 1985 to the Redemption Date. The value received by converting Debentures into shares of American Common Stock is subject to change based on changes in the market value of American Common Stock. If more than one Debenture is delivered for conversion by the same holder, the number of shares and cash amount deliverable upon conversion is based on the aggregate principal amount of the Debentures so delivered.

Proments at the office of any paying agent outside of the United States will be made by

Debentures so delivered.

Payments at the office of any paying agent outside of the United States will be made by check drawn on, or transfer to a United States dellar account with, a bank in the Borough of Manhattan, City and State of New York. Any payment made at the office of the paying agent within the United States or by transfer to an account maintained by the payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service ("IRS") and to backup withholding at a rate of 20% if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS Form W-8, certifying under penalties of perjury that the payee is not a United States person, or an executed IRS Form W-9, certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on IRS Form W-9 and who fail to do so may also be subject to a penalty of \$50. Please therefore provide the appropriate certification when presenting your securities for payment.

PAYING AND CONVERSION AGENTS

Morgan Guaranty Trust Company of New York Converted Crist Office 30 West Broadway New York, New York 10015 Morgan Guaranty Trust Company of New York P. O. Box 161 Morgan House 1 Angel Court London ECER 7AE England

Morgan Guaranty Trust Company of New York Mainzer Landstrasse 46 6000 Frankfurt-am-Main Kredietbank S.A. Luxembourgeoise 43, Boulevard Royal Boite Postale 1103

Avenue des Arts 35 B-1040 Brussels, Belgium Morgan Guaranty Trust Company of New York 14, Place Vendome 75001 Paris, Franco Bank Mees & Hope N.V. P. O. Box 293 Amsterdam, 1000 The Netherlands Attn: Centrale Effe Credito Romagnolo S.p.A. Sede Di Milano Via Armorari, 14 20123 Milano, Italy

Morgan Guaranty Trust Company of New York

AMERICAN TOBACCO INTERNATIONAL CORPORATION

August 1, 1985

# MCCORQUODALE A challenging performance



 CONSISTENT GROWTH. McCorquodale has achieved consistent sales and profit growth over the last five years.

Our 1984 pre-tax profits were 75% higher than those we achieved in 1979. Dividends per share increased by 47% over the same period.

MCCorquodale's share price rose by 265% between 1st January 1980 and 11th July 1985.

 A SUCCESSFUL STRATEGY OF EXPANSION. The Group has a record of controlled expansion in the UK and overseas. Through acquisition and investment we have followed a clearly defined strategy of building on our strengths, while at the same time establishing ourselves in new expanding markets.

 AND THE FINANCIAL STRENGTH. McCorquodale has the financial resources required for taking advantage of the great growth opportunities opening up before the Group.

• A ROLL OF BLUE-CHIP CUSTOMERS. Our impressive growing customer base reflects our investment programme which has been planned and executed with their immediate and long term interests in mind.

• THE FUTURE. The investment McCorquodale has made in acquisitions and technology in recent years has created a sound base from which to achieve continued growth.

Our substantial capital expenditure programme is already bearing fruit and this is demonstrated by our interim results for the six months to 31st March 1985 which showed a sales increase of 32%, with pre-tax profits up by 35%.

#### CHRISTIANIA BANK OG KREDITKASSE

N.Z.\$50,000,000 16¼% Notes Due 1988 Issue Price 100%

The following have agreed to subscribe or procure sub BANQUE PARIBAS CAPITAL MARKETS PK CHRISTIANIA BANK (UK) LIMITED BANQUE BRUXELLES LAMBERT S.A. CREDIT SUISSE FIRST BOSTON LIMITED DRESDNER BANK AKTIENGESELLSCHAFT

BANKAMERICA CAPITAL MARKETS GROUP INGEBA INTERNATIONAL COOPERATIVE BANK J. VONTOBEL UND CO. AG

BANK LEU INTERNATIONAL LTD. BANK FUER GEMEINWIRTSCHAFT BANOUE INDOSUEZ BANQUE INTERNATIONALE A LUXEMBOURG, S.A. BAYERISCHE LANDESBANK GIROZENTRALE BERGEN BANK A/S

CREDIT COMMERCIAL DE FRANCE CREDITANSTALT-BANKVEREIN DAIWA EUROPE LIMITED DEN NORSKE CREDITBANK GENERALE BANK GENOSSENSCHAFTLICHE ZENTRALBANK

GIROZENTRALE UND BANK DER OESTERREICHISCHEN SPARKASSEN AKTIENGESELL SCHAFT

The N.Z. \$50,000,000 1645 Notes Due 1988 (the "Notes") are to be issued in the denomination of N.Z.\$1,000. Application has been made to the Council of The Stock Exchange for the Notes to be admitted to the Official List, subject only to the issue of the temporary global Note. Interest on the Notes will be payable annually in arrear on 23rd August in each year and will be at a rate of 1644 per cent, per annum. The first interest payment date will be 23rd August, 1986. Listing particular relating to the issue of the Notes and Christiania Bank og Kreditiesse are available in the statistical services of East Statistical Services of East Statistical Services of East Statistical Services of Limited and may be obtained during business hours up to and including 5th August, 1985 from the Company Announcements Office, The Stock Exchange, Throgmorton Street, London EC3 and up to and including 16th August, 1985 from the

Christiania Bank og Kreditkasse, Stortorvet 7, 0155 Oslo 1, Cazenove & Co.

Banque Parihas Copitol Markets, 17/20 Lincoln's Inn Flekts, Landon WC2A 3ED,

BANK CO. LTD. KREDIETBANK S.A. LUXEMBOURGEOISE MERRILL LYNCH CAPITAL MARKETS

MORGAN STANLEY INTERNATIONAL NEDERLANDSE CREDIETBANK N.V.

NOMURA INTERNATIONAL LIMITED

SVENSKA HANDELSBANKEN GROUP

SWISS VOLKSBANK VERBAND SCHWEIZERISCHER

KANTONALBANKEN BASLER KANTONALBANK

WESTDEUTSCHE LANDESBANK

GIROZENTRALE
WESTPAC BANKING CORPORATION

VEREINS-UND WESTBANK AKTIENGESELLSCHAFT

SPAREKASSEN SDS

Ciribank, N.A., Cinbank House, 336 Strand, ondon WC2R IHB. Ist August, 1985

# Western Board purchase boost David Smith profit

THE FURCHASE of Western Board Mills has given a fillip to David S. Smith (Holdings), which yesterday reported a gharp improvement in earnings for the 1984-85 year.

Approximately half of the £1.05m taxable profit was attributable to a four-moath contribution from Western Board in the previous year Smith earned £24,000 after £201,000-worth of reorganisation costs.

The final dividend is being raised from 1.5p to 2p, making a total of 3p (2.5p). Earnings per 20p share amounted to 5.9p The final dividend is being raised from 1.5p to 2p, making a total of 3p (2.5p). Earnings per 20p share amounted to 5.9p (0.2p).

annual premiums were up nearly
4 per cent from £29.5m to £30.4m
and single premium business
almost doubling from £45.9m to
£85.5m.

New business in the UK during the period was influenced by pre-Budget fears of impending tax changes on pension schemes re-sulting in a boom in pension sales. New annual premiums on self-employed pensions rose two and a half times from £1.1m to

THE PURCHASE of Western proved its value by increasing resources now being allocated to the solling effort will yield bavid S. Smith (Roldings), "The purchase of some new increased profits in the future," says the chairman.

ing profits.

However, since the acquisi-

However, this growth in pension sales failed to offset the decline in individual life business over the period which was cut by a third from \$9m to \$5.5m.

Last year's figure was boosted by the boom ahead of the ending of LAPR.

The net result was new annual premiums in the UK fell slightly from £14.8m to £14.6m.

CU makes a strong start

LEADING UK composite insur-ance group, Commercial Union individual pension contracts rose Assurance Company, has re-ported strong growth in its world-wide life and pensions business in the first half of this year. New 54.2m.

After the year end (April 30), the company purchased Abbitrin, which comprised of three packaging businesses. Its results for the year to April 30 — not included—have now been confirmed as showing profits equaling the forecast £2.3m.

The chairman says that the group now consists of three divi-sions all managed individually and benefiting from each other's

Mr D. S. Smith, the chairman, ton, sales baye increased from subsidiary. David S. Smith, the winter and there is every reason why this policy should carried out in 1984 has already

folowing the Budget statement by the Chancellor of the Exchequer on any changes in pension tax being preceded by a Green Paper, sales of pension contracts have returned to their

# Havelock Europa confident as profits move ahead 33%

Havelock Europe, shopfitter and store designer which came to the USM in March 1984, has chieved a 33 per cent increase a pretax profits for the year to pril 19 1985.

With turnover ahead by 28 er cent from £6.71m to £8.58m, he group's taxable profits the profits and the factorial a and store designer which came to the USM in March 1884, has achieved a 33 per cent increase in pretax profits for the year to April 19 1985.

April 18 1985,
With turnover ahead by 28 per cent from £6.71m to £8.58m, the group's taxable profits amounted to £631,000 (£473,000). Dividends of 2.5p are being paid for the year, with a final of 1.6p. As indicated at the time of placing, dividends are covered about 24 times by stated earnings of 5.72p (4.49p) per 10p share.

Mr Tom Carrigan, the chairman, says that the group has started the current year with orders in hand at a substantially higher level than previously, and that new business obtained in the first quarter showed a considerable advance over the comparable period.

business.

It has maintained its strong liquidity and has financed the whole of its capital expenditure for the year, with a final of 1.69. As indicated at the time of placing, dividends are covered about 24 times by stated earnings of 5.72p (4.49p) per 10p share.

Mr Tom Carrigap, the chairman, says that the group has started the current year with orders in hand at a substantially higher level than previously, and that new business obtained in the first quarter showed a considerable advance over the comparable period.

Although competitive condi-

#### Metal Sciences' loss up

sormal level.

Single premium sales in the UK were up three and a half times from \$3.3m to \$29.5m, thanks to the success of the company's revamped unit-linked operations. Unit linked operations. Unit linked bond sales soared from \$4.7m to \$23.7m. Single premium sales of self-employed pension contracts rose from \$300,000 to £1.4m.

Significant increases in single INCREASED LOSSES of £535,198 have been incurred by Metal Sciences (Holdings) for the year ended February 28 1985, against £157,229 previously.

The auditors say that the group, which is mainly involved in the magnifacture of metallic abrasive grit under the name of BritGrit, has completed its second year as a start-up business. The group came to the USM in July 1983 and was not expected to achieve profitability in its development stage.

Losses have continued in the current year, but the accounts have been drawn up on a going concern basis reflecting the directors' belief that the group will become profitable before its cash recourses the cut although

will become profitable before its cash resources run out, although this remains uncertain.

Turnover for 1984.85 was £81,037, and operating charges amounted to £641,559 (£263,018). Interest payable took £2,882 (£788), and receivable £28,206 (£106,575).

The company's shares fell 4p to close at 5p yesterday.

# II K MARKFTING B

Comments from the chairman of the Milk Marketing Board, Sir Stephen Roberts; the Board, which is a farmer-controlled body operating on behalf of the milk producers of England and Wales, held its fifty-second Annual General Meeting in London yesterday. INTRODUCTION

At this meeting I have the privilege of speaking to, and on behalf of, the 38,000 milk producers in England & Wales who own our Board and its commercial business, Dairy Crest Foods.

Despite the massive difficulties our industry has had to face over recent years, we are really beginning to show results - results that can only be good, not just for our producers but for our whole industry and for our country.

I believe this up-turn can and will be maintained provided only that we don't allow minor internal dissensions or doctrinaire external attacks to weaken our resolve.

**FACING THE MARKET** 

For many years now our producers have been paid for their milk according to what it will realise in the market place. Our job is, and has been, to market that milk to their best advantage. One of the confusing factors in doing that job was Government involvement in liquid milk pricing. That control went back to the war years and we were delighted to see its end on 31 December 1984. Like any good commercial

business we continue to be mightily concerned to meet the demands of the consumer and of the market place. The competitive buying power of the modern retailers is immensely strong. So the slogan "think consumer" is crucially important in our language. We welcome this month's

agreement in Brussels (after 14 years of negotiation!) to introduce a harmonised EEC Health and Hygiene Directive which will authorise the importation of pasteurised milk from January 1989. Our lead and our producers'

positive response in quality improvement means that we now produce the best ex-farm milk in Europe. So we have nothing to fear from imports provided the competition is fair and this month's EEC decision should help to ensure that

We can, and shall, compete on quality of product and service - and on price too. We have recently carried out a

like-for-like comparison of retail shop prices of fresh whole pasteurised milk across Europe, taking into account such things as the incidence of VAT. differences in fat content and, where appropriate, consumer subsidies. It

shows England & Wales about the middle of the European league at 19.6p per pint in a range which varies from 18p to 22.5p per pint. ENTERPRISE, INITIATIVE AND COMPETITION

We believe passionately in enterprise, innovation and new ideas to improve the commercial efficiency of our industry, both within our own organisation and beyond. Here are four examples: 1 The major effort we have put into helping our England & Wales producers in the battle to achieve ever-increased efficiency

on the farm has enabled them, to a great extent, to cope with the price and quota restraints that they have had to suffer. 2 The recent change in seasonal pricing pattern appears to be having an important effect in reducing our peak supply and increasing that in the trough. To develop our industry's new fresh

and added-value products, that movement in milk supply is critical. 3 We have already achieved much in the development of new ideas, new processes, new products - largely of fresh, added-value varieties - research and development - both on the farm and amongst our customers, the processors and manufacturers. Anincreasing volume of our milk for manufacture is now going to new and added -value dairy products. In the context of the current . debate on health and nutrition, the availability of whole, high and low fat milk and products has proved the flexibility of our industry. to meet the demands of the time.

4 A series of negotiations, arbitrations and Government directives going back over many years have put us in a "cost plus/ market minus" situation with our buyers for much of the milk we sell. Such systems lead to the danger of stagnation and we are determined to continue our fight to get away from any system

which may reduce the pressure for improved efficiency at any point in the chain from farm to consumer,

Unlike most other major dairying countries we are not selfsufficient in dairy products and we are even less so since the imposition of quotas last year. For England & Wales last year, we were some 86% self-sufficient. It may not nowadays be fashionable to talk about balance of payments and self-sufficiency but, whether we are in or out of Europe, we still have to pay our way. When oil starts to run out, the fruits of our agriculture are again going to become vital to our country's economy.

We believe in the future of the British dairy industry and that is why we are determined to achieve competitive production, manufacture and pricing, despite all the external difficulties. That way we can compete fairly with all corners and beat them on quality and service to win as much as possible of the added-value. home and European markets. We shall continue to make the best use of our natural resources - to put Britain first.

Servicing the markets.

EEC MILK POLICY

I am not dwelling today on the quota issue. Virtually all that can be said must now have been said many times over. I would simply add

that we do need firm decisions on transferability. We regret that

the Minister has not yet made a formal announcement giving his blessing to a leasing scheme. We believe this must come and are

**DAIRY CREST FOODS** 

Much of what I have said about the competitive position in our

industry generally applies equally to Dairy Crest Foods. That

business has been developed through the collective

financial support from Government or elsewhere. It is a substantial private dairy co-operative, operating

in a very similar way to those in nearly all other major

darrying countries. It is, too, the only major domestic

business in dairy foods which is fully committed to

home-produced goods - unlike most of the others

who are of course quite happy to play the markets.

proportion of domestically manufactured butter and

cheese that is made by Dairy Crest. We have that

high proportion because of our responsibility to our producers to handle and market all their products -

We have been attacked because of the high

investment of all our producers with no special

Live Aid has reminded us, yet again, of the tragedy of famine in so many areas of the world and we must find more ways of

coupon and send it to: Public Relations Division

now going ahead with its preparation.

helping with our products.

and because others didn't want it. They thought they could make more money for their shareholders elsewhere

premiums in the UK fell slightly
from f14.8m to f14.6m.

The company reports that recorded in Canada and France.

Our farmers naturally wanted to see their milk handled and manufactured as efficiently as they produced it - and they are very determined that their Dairy Crest should be the most efficient manufacturing company. That pressure is now beginning to show the sort of returns that were envisaged when the seven year development plan was agreed in 1979. Despite the exceptional loss of throughput - 14% for Dairy Crest manufacture; 12% for other manufacturers - resulting from quotas, I am delighted to report that net Dairy Crest trading income rose last year by 55% from £21 million to £33 million.

Dairy Crest Foods, like the rest of our industry, operates under intense competition from imports and from the home market. The one sure thing is that it has to meet and beat the

criteria of price, service, quality, innovation, new products-and it is doing just that. Clover and Melburyfollowing Lymeswold and Tendale, are evidence of real enterprise of which ou producers can be justly proud.

LOOKING AHEAD

We have always believed that confrontation within an industry is counterproductive and we shall continue to negotiate with our buyers on a proper customer/supplier basis. I believe there is a will on all sides to work that way. No-one is looking for weakness but equally no-one is

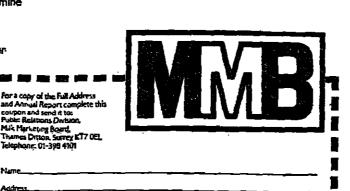
I am told the "in" word in political circles is "privatise." Anything that is not a name with the letters "PLC" after it seems to be on someone's list - and that may possibly apply to the MMB too.

May I remind anyone toying with that word about us, or about Dairy Crest Foods, that we are already private - our owners are our 38,000 England & Wales dairy farmers. Our job, like that of any other private sector organisation, is to make the best profit we can for those owners. We do so by marketing our milk to their best

advantage, not only in the short term but looking ahead to the future of our whole ndustry and country.

THANKS AND CONCLUSION I find it particularly difficult this year adequately to express the Board's thanks to all our staff for the efforts they have put in throughout the year, I can only say to every one of them that all their efforts are very greatly and genuinely appreciated. For Board and Regional Committee Members, their responsibility and involvement is now immensely greater than it used to be. I convey to all of them the gratitude of producers generally. Last year I reminded you all that there was no room for

faint hearts or petty dissension but that all milk producers must get solidly behind the Board so that we face the future with resolution, conviction and confidence. That message is, if anything, even more important today - and provided we all act positively we shall successfully avoid the danger of our industry drifting back to the trauma of the 1930s. Instead, we shall move forward together as a highly efficient example of what a stable, successful industry should be.



COMPANY NEWS IN BRIEF

has called an EGM for August 19 to seek shareholders' approval for the sale of 100,000 ordinary in Carpet Corporation of Australia in consideration for 3.950,000 ordinary in Feltex New Zealand.

INTERNATIONAL

CARPETS

HILL & SMITH Holdings, engaged in steel stockholding, fabricated products and drop forgings, achieved taxable profits of £743,000 against £702,000, for six months to end-March, 1985. Turnover rose from £11.08m to £12.8m. The interim dividend, in effect is being raised from £91. effect, is being raised from 0.91p

THE interim agreement between Johnson Matthey and its bankers runs until August 30, and not August 3, as mistakenly reported by the Stock Exchange's information service on Monday.

ANDRE DE BRETT, mail order concern, has turned in lexable profits of £38,000 for the year ended March 31 1985, against losses of £30,000 from a turngver lower at £5.41m (£5.82m), Earnings per share were 0.08p (0.21p) but there is no dividend (1p).

FORMINSTER, the clothing manufacturer, reported a rays in group attributable profit of £8,000 to £874,941 in the year to April 30, 1985. Earnings per 100 share rose from 18.75p to 19.57p after rax £706,490 (£766,855). An increased final payment of 4p (3.53p) is proposed making a total of 6.03p (5.56p) for the year.

EUROPEAN ASSETS TRUST, the Dutch investment company, saw net income rise slightly from Fi 1.95m to Fi 1.97m (£432,000) in the six months to June 30 1985, Earnings per Fi 1 shere came out at an unchanged Fi 0.08 and the interim payment

tors say that the revenue account should not be taken as an indica-tion for the full year. EWART NEW NORTHERN IS

was maintained at Fl 0.04. Direc-

EWART NEW NURTHERN is lifting its final dividend from 3p to 4p to make a 6p (4p) total for the year ended April 30 1985. Pro-tax profits were doubled at £103,551 (£92,283). After tax, £19,859 (£9,645) earnings are given as 10,66p (517a) per share (5.17p) per share.

BALTIC has acquired Birming-ham Car Facilities (BCE), an established national contract hire company with a wide range of substantial customers. BCE, of substantial customers. BCE, which offers full maintenance contract hire as well as fleet management, adds a complementary service to Baltic's existing motor car financing activities. It is the company's intention to retain and develop the existing BCE representation. the existing BCF management team and expand the customer base as and when

m.u

in ()

Poss:

only

 $I^{ij}\Omega^{ij}$ 

RICHARDSONS WESTGARTH has sold Eric C. Flower to Actroyd and Abbott for fim cash. Flower, which had not assets of £187,263 at end-1884, has repaid £39,999 as final settlement of its indebtedness to Richardsons of £148,000. sons of £148,000.

ordinary shares (23.42 per cent). This includes the holding of 100,000 shares of Mr S. L. Finch, an associate.

TR TRUSTEES Corporation's net asset value at the end of the year to May 31 1985 stood at 185.7m cmpared with 144.7p a year previous. Net revenue rose from 13.07m to 53.85m and earnings per share were 4.29p (3.57p). The final dividend is 2.6p for a 3.8p (3.4p) total.

# All round progress at Globe in 1st quarter

Globe increased profits amibutable to shareholders substantially in the first 3 months to 30 June 1985, with income reaching £4 Im (£2.9m 1st quarter, '84). Results reflected improved performance by most parts of the Group. Find out more about Britain's largest listed investment trust, and its

successful long term record of income and capital growth. Phone Amanda Marsh on



**Globe Investment** Trust P.L.C.

## Hill Woolgar & Company P.L.C.

announce that subscription lists have closed in respect of the Offer for Subscription of up to 22,500,000 Ordinary shares at 20p per share, of Owl Creek Investments PLC, under the prospectus dated 12th July, 1985.

#### **OWL CREEK** INVESTMENTS PLC

Hill Woolgar will be making an "Over-The-Counter" market in the Ordinary shares of the Company. Dealings will commence on 1st August, 1985 at 9.30 a.m.

01-606 2651 is the number to ring for dealings

ropa

profits

·688

ertere

This advertisement is published by The Burton Group plc, whose directors (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate. Each of the directors accepts responsibility accordingly.

# "How do I make the most money on my Debenham shares?"

"Do I try to sell them off on the market?"

Even at today's price they're still not as high as the Burtons cash bid.

On top of that, you'd lose your share in Debenhams, and your chance to reap the rewards that our offer and our new management team will provide.

And don't forget the commission and possible tax you will have to pay if you do manage to place your holding.

"Do I hold on and hope for the best?"

No matter what the papers say there is only one bidder for Debenhams.

And what will happen to the price of your shares should the Burton bid lapse?

Frankly it's anyone's guess.

But we can remind you of what happened when Debenhams was the subject of a takeover bid by UDS in 1972.

The bid lapsed. The shares slumped. And it took a full 11 years for them to

regain the level of the UDS offer.

"Do I accept the bid from Burtons?" You should.

Our bid price is higher than the current market price.

Our share offer enables you to acquire an interest in the new Debenham/Burton Group, supported by Habitat/Mothercare.

This would be a major new retailing force led by Ralph Halpern and Sir Terence Conran.

You've seen what these two men have done for profits and growth of their own businesses.

Imagine what they could achieve together at Debenham/Burton.

But time is running out. Fill in our form today. There's only one way to ensure your investment in Debenhams is in safe hands, make sure your acceptance form is in our hands, by post or by handing it in at your local Burton Group store by Friday 12.00 noon.

With Halpern and Conran there will be life after Debenhams.

#### LYSANDER PETROLEUM PLC

Lysander is an oil and gas exploration, development and production group. Its major properties are in Colorado, Arkansas and Oldahoma but it also has interests in Texas and Illinois.

#### Placing

#### **Barclays Merchant Bank Limited**

4,000,000 Ordinary Shares of 5p each at 65p per share

**Authorised** 

Share Capital

Issued and now being issued fully paid £805,142.80

£1,000,000 Ordinary Shares of 5p each

Particulars regarding the Company are available in the Extel Statistical Service and copies of such particulars may be obtained during normal business hours on weekdays (Saturdays and Public Holidays excepted) up to and including 16th August, 1985 from:

> Barclays Merchant Bank Limited 15/16 Gracechurch Street, London EC3V 0BA

Gilbert Eliott & Company 381 Salisbury House, London Wall, London EC2M 5SB

Earnshaw, Haes & Sons, 17 Tokenhouse Yard, London EC2R 7LB

Lysander Petroleum PLC, 43 Berkeley House, Hay Hill, Berkeley Square, London W1X 7LG

### Pierson, Heldring & Pierson (U.K.) Limited

announce the formation of

### Pierson, Heldring & Pierson Securities (U.K.) Limited

International Capital Markets.

Level 15, City Tower 40 Basinghall Street, London, EC2V 5DE telephone 01-6285091 telex 885119

#### **Britoil** publishes share offer prospectus

INVESTORS have until next Thursday to decide whether to back the Government's sale of its remaining 49 per cent in Britoil, the world's largest independent oil exploration company, Full details of the offer for sale are published today. The shares, at 185p, are being offered at a yield of 10 per cent, on forecast dividends for 1985 of 13p.

Based on a net profit forecast of £185m, giving earnings per share of 36.8p, the shares are valued at a multiple of five times 1985 earnings.

About one-fifth of the 242.6m shares on offer are being sold overseas. Another two-fifths have been placed with UK institutions, which have also underwritten the remaining shares on offer to Britoli employees, shareholders and the general public.

Investors need to pay 100p a share on application on August 8 and the remainder on November 1. The minimum application is for 200 shares.

#### comment

There is little risk that this Britoil issue will meet the disastrous fate of the initial offering, most of which ended up with the underwriters. At 185p, the shares discount most bad news that is likely to hit the oil market, short of a complete collapse in prices. Indeed, at a discount of 11 per cent to the discount of 11 per cent to the market price of 205p last night, there is a good chance of a reasonably quick turn for investors. But it would be rash to expect much immediate capital appreciation beyond that as the groun's main assert. as the group's main assets are oil, and the world is awash with the stuff. However, the shares do have real attractions as an income stock, yielding considerably more than other exploration companies. While investors might rightly be reluctant to increase their weighting in oils, there would seem to be sound reasons for switching from Ultramar or LASMO, or some of their smaller brethren.

#### Yearling bonds

Yearling bonds totalling £10.5m at 10½ per cent, redeemable on August 6 1936, have been issued by the following local authorities; Inverness District Council £0.5m; Kirklees £2m; Cumbernauld and Kilsyth DC £0.5m; Durham (city of) £0.25m; Fenland DC £0.5m; Harborough DC £0.45m; Swanse2 (city of) £1m; Kircaldy DC £0.5m; Dudley Metropolitan BC £0.5m; New Forest DC £0.75m; Tameside Metropolitan BC £0.5m; Central Scotland Water Development Board £1m; Gordon DC £0.5m; Portsmouth (city of) £1m.

#### A. C. Cars

Turnover at A.C. Cars plunged from £868,591 to £136,068 in the six months to March 31 1985, but pre-tax losses were greatly reduced at £23,997 compared with £73,291. No dividend is again being paid.

Extraordinary debits accounted for £15 125. (credits £63,047)

for £15.125 (credits £63,047) representing a guarantee provision relative to Pem Trailers, which has now gone into liquidation. The loss attributable to shareholders was up from £10,244 to £39.122. to £39.122.

# Trent rises to £0.7m on strength of Leaderflush

Consolidated

Net profits at Conselldated Tern Investments were down from £191,650 to £152,448 in the six months to March 31 1985.

No tax was again payable. The interim dividend is 1.88p—the company's shares are traded on the Unlisted Securities Market.

Turnover of this plant hire, construction and property group improved from £6.67m to £8.13m. The cost of sales was up from £5.36m to £6.42m, leaving gross profits of £1.71m against £1.32m. Not constraint of \$1.71m against £1.32m.

profits of £1.71m against £1.32m.

Net operating expenses totalled £1.42m (£1.04m) and net interest payable was considerably higher at £142.176 (£52,326).

Other operating income was little changed at £5.970 (£5.550).

Attributable profit for the six months was £152,448 (£185,221, after minorities of £8,429).

Tern lower

PRE-TAX profits at Trent Holdings, maker of specialist doors, increased from £512,000 to £876,000 in the year to March 31, 1985, and Mr G. H. Simon, the chairman, says that the result demonstrates the steady growth achieved since the move of Leaderflush Doors to new premises at Langley Mill in 1980.

The chairman also points out that this is the first full year incorporating the results of Parker Winder and Achurch, which was acquired in October 1983. It is trading profitably, but the directors believe that there is scope for further improvements in wolume and margins, and that this may require moving to new premises in Birmingham.

During the year the company undertook several orders which involved both supplying and fitting its products. These projects were successful and the company now plans further expansion into this area. A team of project

280,000 (nil).

Satisfactory growth can be maintained in the current year, says the chairman. Some production was lost while the manufacture of door-sets was transferred to a new factory at the Langley Mill site but the company is optimistic that the improved facilities will compensate for this shortfall during the full year.

year.

The final dividend is lifted from 0.525p to 0.63p for a total of 1.05p against 0.875p. Earnings per share are stated at 8.34p (7.62p) after actual, current and deferred tax, and at 9.34p (7.62p) on a current tax backs nents.

He adds that after unforeseen delays the industrial development at Newbury, Berkshire, is approaching completion and letting negotiations are under way. The company is also involved in an adjacent development of approximately 15.000 sq ft. The property at Trowell, Nottinghamshire, has been sold and the net proceeds of 1.05p against 0.875p. Earlings per share are stated at 3.34p (7.62p) after actual, current and deferred tax, and at 9.34p (7.62p) on a current tax besis.

Profits were struck after interest payable and similar charges of £35,000 (£31,000) and subject to tax comprising £34,000 (£5,000) corporation tax and £69,000 deferred tax (nil).

#### Yarn and weaving boost for Armitage & Rhodes

BOTH THE yarn and weaving divisions of Armitage & Rhodes, the Dewsbury-based manufacturer of textile and furnishing fabrics, had a successful chases in the U.S. were more company to a 26 per cent improvement in taxable profits.

Mr Michael Burrows, the chairman, anticipates further progress in all divisions and says that prospects appear to be very bright, provided the present demand for its products continues.

Turnover was slightly lower at £9.38m (£9.6m), a result of equipment for the pile fabric

at £9.38m (£9.6m), a result of equipment for the pile fabric the reduced dependence on the high volume, low-margin furniture market, especially in the UK. The value of export sales increased in proportion to over

#### **Martin Ford** trims losses but omits interim

ALTHOUGH reducing its losses by £82,300 to £117,373 in the 26 weeks to June 1, 1985, the direc-tors of Martin Ford regard the results as "disappointing." Bad weather in the period had an adverse effect on trading, and they hope that a return to normal seasonal conditions will bring an

seasonal conditions will bring an improvement. In view of the results, they feel unable to declare an interim dividend. Last year a single payment of a nominal 0.05p was made. The possibility of paying a final will be reviewed when the full year's figures are available.

After its first-half losses last year, this manufacturer of ladies' west swams back with pre-tax

year, this manufacturer of ladies' wear swump back with pre-tax profits of £151,000 in the second half, but ended the year with overall losses of £49,000.

First-half turnover rose from £3.46m to £3.64m. There was an onerating loss of £124,889 (£214,240). Investment income was lower at £7,516, against £14.667, and there was a tex credit of £34.209 compared with £88,318. The loss transferred to reserves was £83,164 (£90,531, which included an extraordinary credit of £30,726).

## Caledonian Cinemas

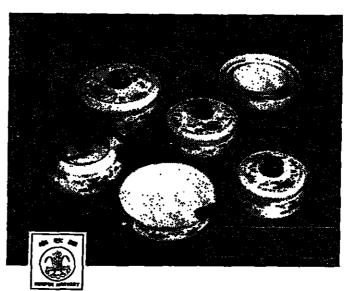
Higher pre-tax profits of £1.23m against £1.13m previously have been announced by Caledonian Associated Cinemas for the year to March 30 1985.

Turnover for the group, which operates cinemas and bingo halls, and is involved in financing and investment dealing, fell to £7.25m (£8.35m).

Stated earnings rose by 2.7p to

(58.35m).
Stated earnings rose by 2.7p to
159.7p, and a final dividend of
60p (5p) is being paid, which
includes a special golden jubilee

# Shanghai Light Industry



WC are the largest light industrial I/E Corp. of China, exporting now about 300 kinds of products in several thousand specifications to over 140 countries and regions the world over.

We aim at good services and adhere strictly to the principle of honouring contracts and keeping good faith. That is why we have won much praise from our customers all over the world.

"Bumper Harvest" Porcelain-on-steel Cookware shown here is just one of our many quality products. As is the case of other Shanghai light industrial products, our Cookware gives you good value at a very competitive price.

We adopt flexible ways of doing business. We can also manufacture to samples or process materials supplied

Please contact us today for further information.

China National Light Industrial Products I/E Corp., Shanghai Branch 209 Yuanmingyuan Road, Shanghai, China

Cable: "Industry" Shanghai Telex: 33054 INDUS CN

#### Granville & Co. Limited

8 Lovat Lane London EC3R 8DT

Over-the-Counter Market

High Low Company Price Ch

146 122 Ass. Brit. Ind. Crd. 135

151 135 Ass. Brit. Ind. CULS 138

177 44 Airspring Group 44

42 25 Amitage and Rhodes... 38

159 108 Bardon Hill 159

154 42 Bray Tachnologies 62

201 159 CCL Ordinary 159

152 105 CCL 11pc Conv. Pref. 105

130 10 Carborundum Ord. 128

30 63 Carborundum Ord. 128

30 Carborundum Pr. Ord.57

32 25 Fracerick Parker 25

182 35 170 Frank Horsell Pr. Ord.57

32 25 Fracerick Parker 25

33 26 George Blair 26

350 20 Ind. Precision Castings 20

124 101 Jackson Group 105

255 213 James Burrough 9c. Pr. 94

483 James Burrough 9c. Pr. 94

495 11 John Howard and Co. 27

255 200 Lingusphone 10.5pc Pr. 94

550 300 Minihousa Holding N.V. 580

50 25 Scruttons A' 30

32 25 Trevian Roldings 33

33 17 Unilock Holdings 33

33 17 Unilock Holdings 33

108 11 Welter Alexander 108

247 214 W. S. Yeates 214 Grose Yield Fully
Change div. (p) % Actual taxed

6.8 4.6 7.5 8.9

10.0 7.2 -- 8.6

6.4 14.5 7.3 9.6

2.9 8.1 4.5 7.5

2.9 8.1 4.5 7.5

3.9 6.3 7.6 8.7

12.0 7.5 3.9 3.7

15.7 14.9 -- 9

4.8 3.8 8.3 9.9

10.7 11.9 3.2 9.5 12.2

10.7 11.9 3.2 9.5 12.2

1 -- 10.7 11.9 3.2 9.5 12.2

1 -- 2.7 13.5 5.5 5.9

15.0 8.2 13.8 20.7

15.0 8.2 13.8 20.7

15.0 8.2 13.8 20.7

15.0 8.3 7.5 7.5

15.0 8.3 7.5 7.5

15.0 6.7 3.8 6.9

15.0 6.7 3.8 6.9

15.0 6.7 3.8 6.9

15.0 6.7 3.8 6.9

15.0 6.8 1.2 25.3 24.1

15.0 6.8 1.2 25.3 24.1

15.0 6.8 1.2 25.3 24.1

15.0 6.8 1.2 18.5 18.2

15.0 6.8 1.2 18.5 18.2

15.0 6.9 7.7 8.0

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

15.0 6.9 10.9

Ore-Ida set up a new entity in Japan and began exporting frozen potato products to that prosperous market. Star-Kist commined to develop its new French subsidiary; its 9-Lives brand, already at home in Australia, settled into Japan. Frutst, the soft drink born in Mexico, migrated to Puerto Rico and Venezuela. Olivine Industries exported its products from Zimbabwe to its neighbors in southern Africa.

the search for superior tornato seed through genetic engineering; a similar search on behalf of potatoes; a project to bring automation to tuna processing; infrared sensing devices to spot and remove defects; and the attempt to reproduce in Africa a crop that grows abundantly in the American Midwest.

And so, a very good year it proved to be. Heinz investors shared in the company's fortunes. The quarterly dividend rose to 40c, up by 14.3%. The market price of a common share clumbed from \$34.50 at the close of fiscal 1984 to \$46.50 at the close of

We see a future in which many members of our industry will fall by the wayside under the pressures we have listed at the beginning of the message. Already, more than 5,000 food companies have succumbed to merger or to acquisition over the span of the decade just past. Because of the measures we have taken to counter such pressures and to forestall the new pressures that may surface, we expect not only to survive, but to emerge stronger than ever before.

Extracts from the statement to shareholders of H. J. Heinz Company by the Chairman, Henry Heinz II and Chief Executive, Dr. A.J.F. O'Reilly, for the year to May 1st 1985.

# Heinz breaks the \$4 billion barrier

#### -record profits in a tough year For those who work on our side of the food inclustry, the road turned rough. The customers who sell our products to the consumer grew stronger and therefore The strength of the American dollar hurt those who, like Heinz, had sizable offshore

operations. The pressure of imports continued to grow markets turned static. The growth of unit volume headed down. In light of this unpromising background, it is all the more gratifying to note how well. Heing lared during fiscal 1985, it was another year of record performance, in terms of

such important factors as sales, earnings and earnings per share. This is the 21st time in a row that H. J. Heinz Company has been able to report new

highs in its progress. It is an old story, but an exciting one for us to tell.

As we look at the list of woes that beset the industry, we appreciate the virtues of measures instituted by our predecessors years ago and carried forward by those now in charge. We witnessed among our peers in fiscal 1985 the sometimes painful divestiture of nonfood operations, a penious area into which we have king yowed not

Late in the year, we assembled the largest group of Heinz international executives ever brought together under one roof. That conference gave us a podium from which to define more sharply the meaning of low-cost operator (LCO) status and to proclaim what we have come to call The Year of the Operator. Let us be clear as to what we hope to achieve with our LCO posture. It is to make our

offerings so attractive, in terms of quality, prices and variety, to those who buy our goods for sale to their customers that they cannot resist except to their disadvantage it governs everything we do, from mittal purchase to final sale. The year brought a considerable enlargement and strengthening of the physical plant from which flow the goods that serve to carry the Heinz label around the earth.

Heinz U.S.A. conducted programs to modernize all of its key factories and make them more productive at lower cost. Plada did the same at its three Italian factories Hubinger finished a technology-based enlargement of its primary facility, ahead of schedule and just in time to take advantage of an announcement by the country's largest makers of soft drinks.

These were only some of the most conspicuous developments in the growth of our manufacturing capacity. Throughout the company, there were hundreds of successful measures to accomplish the purpose. Taken in total, they added up to a tremendous hit in efficiency and sheer output.

Our British company remains the flaciship of our overseas fleet. It was the first member of that group, and is today much the largest. It exemplifies what we mean when we tered market conditions, especially concentrations among retailers. It was not unexpected, therefore, that when we announced our renewed emphasis on

LCO status, Heinz-U.K. set into motion a five-year plan that will create an organization markedly more productive, competitive and efficient.

In fiscal 1985, we allocated more than \$50 million to the development of new products, line extensions, and services. That was 163% more than we devoted to the same purpose the year before.

It was money well-spent. The results included Instant Beby Foods, the first of their kind in the U.S.—the phenomenally successful improved Weight Watchers Quick Start program—new Weight Watchers products, from bread to frozen dessert hars to a outh-watering chocolate cake in a dieters' version—a line of ultragourmet canned cat mouth-watering chooses care in a coose a version a line of outsponding training of outsponding training of outsponding training outsponding training outsponding training outsponding training outsponding outsponding training outsponding training outsponding outsponding training outsponding training outsponding outsponding training outsponding outspondin Heinz ketchup rose to record-breaking market shares in both sides of the business,

As for territorial expansion, we contracted to build a baby food factory in China. This means that in four short years we will have planted the Heinz flag on the world's two largest continents—Asia and Africa—which rank first and third, respectively, in We added to our production and marketing capabilities when we acquired an American manufacturer of noe cakes, a Dutch maker of chilled salads and a small

Australian chain of restaurants.

We enlisted the forces of high technology to further our advance. The effort included

#### ARROWS STOCK FINANCING HELPS HIT **GROWTH TARGETS** WITHOUT AFFECTING YOUR BORROWING LIMITS

Our reason available manicul beliefe a assist with your cash flow by officing secured advances at low cases of interest Once a financial limit has been tiblished we can offer Stock Financing high allowards transfer hich allows you to purchase goods or raw saterials immediately or hold finished

Arrows also offer importers speedy efficient letters of Credit.

Our facilities are unique and ensure that your existing lines of credit remain maffected. For further information, please contact Arrows Limited, Head Office, Arrows House, Kingsway,

ARROWS LIMITED. TRADE FINANCIERS

Dr. A.J.F. O'Reilly, Chief Executive.

\$4,047,945,000

After-tax profits:

per share up 13.5%

Pre-tax profits: \$445,303,000

\$265,978,000 • Net earnings up 12%

Earnings

# **BUSINESS LAW**

# Belgium's radical move on arbitration

BY CELIA HAMPTON

THE INVIOLABILITY of arbitration awards in international commercial disputes has engendered much lively controversy for some years now. Its intensity has increased with the growing popularity of inter-national arbitration, which has of course matched the growing internationalisation of business. London.

dartin For E

rims land

an omits

ledoman total

ustr

any haviness

4.

1.0

. . . **\** .

Herim

From a practical point of view, most businessmen seek some finality in arbitration. The cumbersome pre-1979 English system for setting asida appraisa. cumbersome pre-1979 English system for setting aside awards satisfied no-one, save perhaps a small class of lawyers. It is now universally agreed that full-dress litigation of a matter already arbitrated is to be avoided at all costs.

Yet a businessman would feel aggrieved if the arbitrator acted in a biased or unfair way in his opponent's favour. His opportunity to contest the award would eventually come when the winner sought en when the winner sought en-forcement in the courts of a country where he had assets. It could come at an earlier stage by challenging the award in the courts of the country where it courts of the country where it

Differentiation between procedural defects or legal mis-reasoning in the conduct of an reasoning in the conduct of an arbitration and the extreme of bass or favouritism can only be one of degree on a sliding scale, in the extreme case the loser would undoubtedly, and justificably, seek annulment of the arbitrator's award. He would retrainly wish to resist outers.

ably, seek annulment of the arbitrator's award. He would certainly wish to resist enforcement of it against his assets.

For lesser wrongs a line of policy has to be drawn by each national law of arbitration—to national law of arbitration—to prevent people shopping around for a favourable place to litigate their arbitral disputes. On protect the innocent party from arbitrator's mistake, incompetence or worse, and to guard against the barrack-room lawyer radical measure indeed.

Countries vary in their attiudes to court intervention. The
UK favours a greater degree of
court control than, say, France
ignorance of this new developcourt control than, say, France or Sweden. This is evident from the general terms of the review power in the Arbitration Act 1979, albeit narrowed by the House of Lords in The Nema.\* It has been confirmed in the recent negotiations over Uncitral's model law on in-ternational commercial arbitration, though it was stressed that this is to meet the commercial need for a means of recourse and is not a doctrinaire preference for judicial control.

pute—Paris, Stockholm, Vienna and London are all popular for one reason or another. The governments of those places have no wish to deter the practice; quite the opposite. However much an excessive opportunity for court interference is to be eschewed, it is doubtful whether outright refusal to intervene judicially is a real attraction. This, however, is now being put to the test and the results will be watched attentively by lawyers throughout the commercial world in coming years.

Belgium has gone in with

Belgium has gone in with both feet. An amendment to article 1717 of the Code judi-ciaire has been enacted? which provides: "Belgian courts may only take cognisance of a claim for annulment if at least one

who seeks to draw out the dispute and involve the courts on pute and involve the courts on place in Belgium where neither in similar and connected

come a major reason? The answer to this lies mainly with businessmen themselves and whether they prefer an arbitration operating, at any rate locally, in a juridical vacuum. The practical advantage of such finality is great but consent. So its international in any event? In that case there is determined by determined by might not have quite finality sought by the particular this than the developing complex of mutual recognition between different countries.

This makes them refrain from select April 13, 1985, p. 5706.

unique situation.

From the point of view of

enforcing such an award outside country. Belgium, problems are likely to arise; substantial assets in the country will normally, though by no means invariably, co-incide with residence or a commercial operation. But when enforcement is sought else-where, interesting questions of recognition will arise, and these bring in arguments about the nature of arbitration of a more

theoretical bent.

In recent years, much has been said about awards which have no connection with the country of delivery. Their foundation is the contractual commitment of the parties, not affiliation to any national system of law. Why should such an award not "float" between jurisdictions, detached from any country's legal rules, and be enforced in whatever country the victor seeks to seize the vanquished party's assets?

Internationally, there are at least two examples of arbitra-tions which cannot be regulated or assailed by national courts, but must be enforced willy-nilly. One is the Iran-U.S. Claims Tribunal and the other is under the Icsid (International Centre for the Settlement of Investment Disputes) Convention. In both cases there are clear political reasons for not allowing court examination of the arbitral body's award. But in arbitral body's award. But in award "blind"? English public both cases the systems are autonomous, applying specifically under the law of the countries fickers' award. which are signatories of the

the national law of each

Most countries of importance from an arbitration point of view, including Belgium, are parties to the New York Con-vention 1958. This restricts a court's power to refuse recogni-tion of an award from another Convention country to specific cases (incapacity of one of the parties, inability of one party to present his case, award out side the arbitrator's remit, etc). It respects any choice of the parties of which law to apply to the arbitration agreement and which legal system to apply to the arbitral procedure.

It also provides that enforce-ment may be refused if it would be contrary to public policy to enforce it. These provisions are closely mirrored by the draft Uncitral model law both in relation to judicial intervention and to recognition of foreign awards.

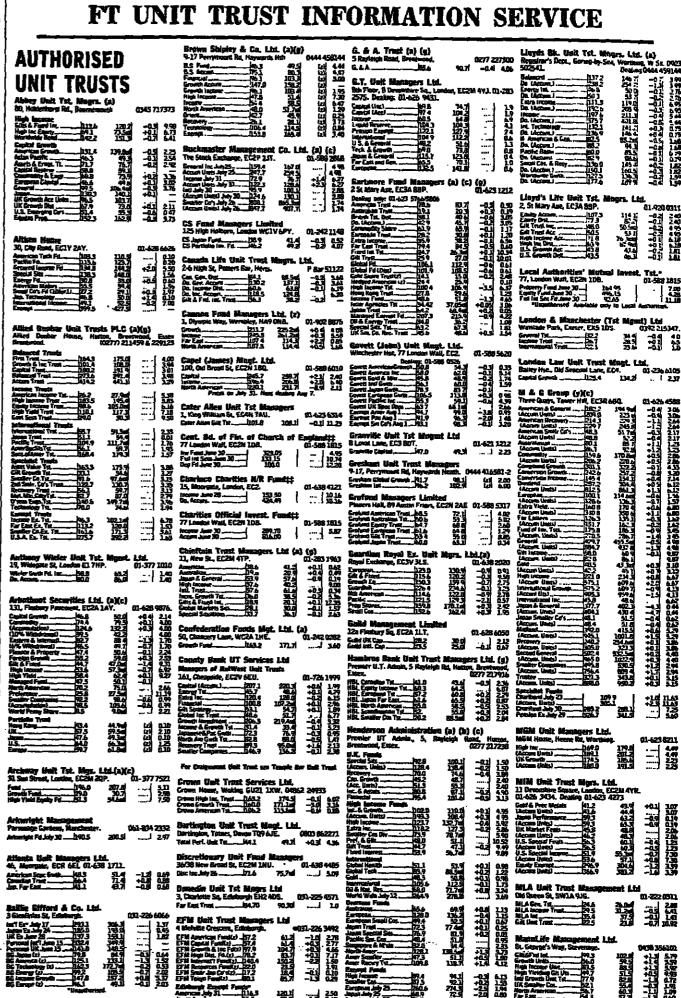
The public policy exclusion clearly covers things which are universally condemned. No country could be called upon to enforce an award sorting out a dispute between drug traffickers about their illicit profits. Would the Belgian courts now enforce it without question provided the disputants were, say, Colombian, Haitian and U.S.? What would be the attitude of an English court asked to enforce a Belgian

But would not English public redical measure indeed.

The Belgian courts will deny relevant international instruction taking policy go further than this? It ments.

The argument in favour of would refuse recognition of any floating goes in a circle. It award upon which there has can be substantiated only by been no opportunity to challength the country. reference to national systems lenge its validity. Even if the which accord international arbiignorance of this new development for all sorts of reasons—
the availability only locally of a are some precedents for this defects was present to enable particular arbitrator, business from France and Sweden. But the court to refuse recognition or geographical convenience, an international award cannot and enforcement of the award, proximity of witnesses, etc. Will be imposed on a national would the court not refuse to the lack of judicial review besystem without that system's do so on public policy grounds consent, so its international in any event? In that case the character is determined by Belgian arbitrator's award national decisions.

Belgian arbitrator's award might not have quite the finality sought by the parties.



Heritable Unit Trust Mi

#3 4%

-40 879

Legal & General (Unit Tst., Mayes.) 1.54. 5 Revisigh Rd, Brenswood. 0277 217238

tration Ltd.

Minuter Fund Managers Ltd. Minuser House, Arthur St, EC4R 98H.

Mindry 91.8 91.8 91.8 1448 Execut July 31 199.5 277.9 -17 410

Northgate Unit Trust Managers Ltd. (c)(y) 3 London Wall Bloss, EC2M SPU. 03-458 121:

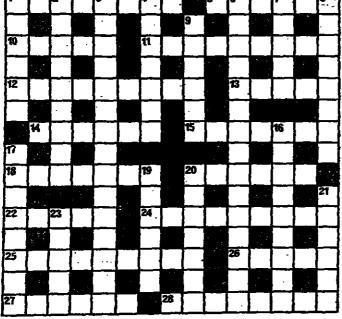
Access (John) 1905 2001 ...... 346

921.1 1845

+0.1 1.00 -0.2 1.00 -0.2 1.00 -0.1 1.00

Group To: Finel \_\_\_\_\_\_\_1075.0 Group Intel To: Fo.\_\_\_\_\_N)\_7

#### F.T. CROSSWORD PUZZLE No. 5,784



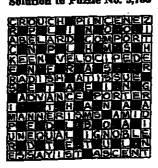
#### ACROSS

- 1 Burn the food taken in for a traveller (8)
  5 Book the girl and boy (6)
- 5 Book the girl and boy (6)
  16 Appear without a new set of
  examination questions (5)
  11 Retiring friends tolerate one
  sort of comedy (9)
  12 Detailed to rebuild real boat
  by the end of June (9)
  13 Unworthy of dropping the
  key in, go away suddenly (5)
  14 Come back mentally duli
  when led astray by medium
  (6)
- 15 Critical of port in Sue's cooking (7)
  18 Apparatus used by Holyhead
- man is put in order (7)
  20 Craving for a new T-shirt (6) 22 Saying nothing after a test on Beethoven's fourth (5) 24 Left dear mama wandering around the preserve (9) 25 Burn four air letters about a
- eat's concert! (9) 26 When drunk, go in the first 27 Endless dexterity is needed to make a sliding carriage
- 28 Dark brown animal swallows another ten (8)

#### DOWN

1 Drink for each occasion on which food is served (6) 2 A very quiet borough London is attractive (9)

- 3 Requirement in publicising something which improves the atmosphere? (3-12) 4 Subjugate Pole and East European in Central Greece
- (7)
  6 "In public transport, reversing on to ring road," I state, "shows disobedience" (15)
  7 Nevertheless, on the street
- 7 Nevertheless, on the street it's bad (5)
  8 Too similar to fashion (8)
  9 Skinhead likes first gentle embrace (6)
  16 Not disturbed, laughs stupidly during the attack 17 Pulls a wry face as I'm going
- into prayers (8)
  19 Fellow in college admits
  "yours truly" is humble (6)
  20 Row about stray dog (7)
  21 Decide to meet the island
  race left inside (6)
  23 React badly to sketch (5)
  - Solution to Puzzle No. 5,783



#### INVEST IN 50,000 BETTER TOMORROWS!

50.000 people in the United Kingdom euffer from progressively paralysing MULTIPLE SCLEROSIS — the cause and cure of which are still unknown — HELP US BRING THEM RELIEF AND HOPE.

We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our well-fare of MULTIPLE SCLEROSIS through Commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH.

286 Munster Road Fulham, London SW6 6BE

Please help—Send a donation today to: Room F.1
The Multiple Scierosis Society of G.B. and N.L.

CONTRACTS

# £16m Alwyn Field development plan

FORAMAC DRILLING has been designed by Rofe, Kennard awarded a f16m three-year contract by Total Oil Marine for development drilling in the North Alwyn Field. The field is located some 100 miles east of the Shetlands in the UK sector of the North Sea. Operations will use the most sophisticated equipment awardable and the latest labour-overshoot gates. each eight available and the latest laboursaving developments in drill floor
technology; the drilling of the
wells will be performed with an
hydraulic power swivel allowing
to the Authority's flood warning quicker performance and safer operations. It is anticipated that the contract will create approxi-

runting press manufacturer
Timsons of Kettering is to install
a computerised manufacturing
system from HONEYWELL at a
cost of £126,000. The system is
known as HDMS (Honeywell
distributed

under-Lyme is receiving film alterations and extensions; and at Ripley fl.3m extensions and upgrading are under way for contract for alterations and refurbishment at Surbiton, and Wellington Private Hospital, St. John's Wood, is having new operating theatres costing \$427,000. A \$230,000 library Wilkes Cerdac of Dublin. and community centre is for Oldbam MB.

TAYLOR WOODROW MANAGEMENT AND ENGINEERING,
Hayes, has been awarded a
contract by the National Coal
Board to provide project management services on a £15m coal
liquefaction pilot plant. This
will be built adjacent to the
Point of Ayr Colliery, North
Wales, to test and develop a
process for the production of
liquid hydrocarbons from coal.
Site work is due to start this
year with completion scheduled
for late 1987.

system. The complete scheme includes channel improvement works and a second flood storage area at Catterall, and is designed to control discharges of up to one

cost of £126,000. The system is known as HDMS (Honeywell distributed manufacturing system), and it will be used to control all aspects of production including scheduling, stock control and costing.

Enterprise Air-Time Systems has ordered an additional mainframe computer from HONEY-WEIL as part of an expansion programme, making its on-line television advertising booking system a quad processor configuration. The order is for a PDS 8/49 large scale mainframe, and it brings the total investment in Honeywell computers at Enterprise Air Time Systems to £1.3m.

\*

I. JARVIS & SONS has won six contracts totalling over £5m. Largest is a £1.4m extension to the Arndale Centre in Dattford. A Tesco meat factory at Ashton-under-Lyme is receiving £1m alterations and extensions; and at Ripley £1.3m extensions and states and extensions; and at Ripley £1.3m extensions and sextensions; and at Ripley £1.3m extensions and sextensions.

JEAVONS ENGINEERING Tip-Norcros investments at Butteries, ton, a member of the Newman-Engineering Works. The Post Tonks Group, has secured con-Office has awarded a £450,000 tracts in the Middle and Far East regulators. Delivery is scheduled

> Wilkes Cerdac of Dublin, part of the Clondalkin Group has ordered a £125,000 Digitorm D3400 laser forms composing and scanning system and a new CS50 business forms press from HARRIS GRAPHICS in Slough, Barks under a combined con-Berks, under a combined con-tract valued at well over £300,000. The Digiform system will be supplied with the new-03400 14 in x 18 in cylinder size

Valcom Apperica	764	~0.4 3.3	The Emplish Association				Heritable Unit Trust #	amagers :	
Do. Aust. Acc. 138.9 Do. Aust. Inc. 100.2 Do. Capital 161.4	745.1		4 Fore Street, Landon, EC2		01-920 91	120	52 Bertadey Square, London V Granth Fund		01-493662 27:
	끯실	-04 92	EA. bezone Fred	67	+06 Z	-		64.3	
Do Febru Recom	177.4 327.2 54.7 184.6 202.9 109.4 54.3 90.9	45 45 47 45 47 45 47 45 47 45					Hesmass Unit Trust M 30 Feter St. Reading, Berls.	anagers E	.td. 0794 596511
Do. 200	202 9 109,4	-02 40 -01 30 -01 100	DE Caradala Do Manadascon, Mil	tration PAF	1-tal 061-256 56	ue.	Courrelate Field	71.5	
The CHILL Cord Law Law 510	543 808	-03 100	70 Femilian 31, American 48, 7 60 & Fd Int(2) 48, 9 10 & Fd Int(2) 53, 2 10 High Incomp(2) 53, 2 10 Horry American(2) 40, 10 10 Prince(2) 772, 6 10 Secretal Secretary 573, 6 10 Secretal Secretary 573, 6 10			-		71.5 91.24	+02 4.00
Do, Gir. People Act	,903	-93 64	GBr & Fd int(2) 48.9 High income(2) 53.2		# # # # 1	36	Hexagon Services Ltd.		
Do. Jacome Trest	2772	-04 42	North American(2)	290.1 290.1	12424 14424 1444 14444 1444 14	可用のお	28 Western Rd., Rounford RM And Erland	73FB	9798-45322
De Leisure TS.(2)	163	걪쎯	. Special Steel 21	55.9	+442 3	20	Aust Friers 1953.4 Carego Gre 1111.9	199 0a 120 3	-io 074
Do. Income Treat	139.20 249.20 62.3 163.4 163.4 84.50 44.3 64.10 107.10 246.8	00000000000000000000000000000000000000					Hill Savquel Uelt Tst.	Jgrs.† (a)	)
Do. Trestoe Fund 79.5 Do. Univ. Tech.Acc. 41.7 Do. Univ. Tech.Inc. 41.5 Do. Widande Trest 100.7	, Mile	#44 62	Experty & Law Us. Tr. M St Secrees Hise, Corporation St.	L (A) (c	3) 0201 5532	737 T	45 Beesix St, EC2P 21.X. Do British Trast		07-628-8012
	2428	## H	UK Goth. Tel. Arc (ct	117.4	+83 4	.15	thi British Trest	474.4 81.84 168.2 64.44	+32 3.47 +27 3.11 +09 2.73 -04 1.56
De. (423002	164,3	-0.6 434	UK Getta. Tgl. brc. (2)	)05.0 )77.0	描述	ii ii	(g) Far East	6,74	+27 311 +09 273 -04 138 -04 327
Salar Saul Manager I			Hopey Inc. Tel. Inc. 123	148.5 94.2	+03 -14 0	10 10	(p) Financial Frant258.2	274.7 274.7 27.4 40.3 40.1 14.4 95.74	-04 327 +24 292
Bartog Fund Managers & P.O. Box 156, Backenham, Kent	BES OVE	01-658 9002	Gilts/FediriTitlants)	121.4	[ +02] à	# 1	(D) Financial Treat	27.5	-비 37
Acres (47.3	50.Si	期提	N. America Tip Acc (2)	· 63	_ <b>-1.6</b> 6. 1.	14	(0) High Yield To	64	743 - 02 581
Eastern	<b>45</b>	**** 100	General Trust (cl	184.6	-03 3	25 36	(g) Jar 1 Trest	95.755 22.4 33.7	+05 145 +01 000 +02 271 +12 340 -01 184 +15 214
Do Arrago • . 1674 I	93 4 473 8 701 0 93 2 93 2 95 2 96 2	+0.1 137 4.00 +0.3 8.7 +0.8 0.50	F & C Unit Management	ı			(a) Nat. Responses Tot	33.7 144.6	+02 27
First Japan 57.9 Japan Social 77.0	502	+0.3 8.5	I Laurence Poutsey HAV, ECAR I	DBA	01-629 46	<b>80</b>	(b) Sensiter Cas Tat 56 6 (b) Sone Sits, Tat 74.1	144.6 59.2 78.9	-N 11
Japan Saarigy	45.21 Hagest b.	+0.00 0.50	F & C American Fe	器	-01 00 -01 00 -0	-	I.B.I. Fund Managers L		1-3
_	-		F&CFar Lagren Fd	<b>3</b> 7	+00 00 +00 00 +00 +		32 Oreen Army's Gaste, Loudon	SWIH PAR	L 01-222 1000
<b>Barrington Memt Co Lite</b> 59 Greston Street, EC2P 208.	أبطأ		F & C lycolog Fd	哥	***	3 1	.BJ. Brit. & O'sma	97.5	-02 200 -02 20 40
59 Grestam Street, EC2P 20S. Gas. (Mar)) Job 31		02-606 4433	Få COverness fac Fd	57.6	+0.21 43	*	.B.I. day, Tate54.7	₽4	404 570
Gas. (Silva) J. Jahy 31. h12.0 (Access) (Silva) J. Jay 32. h12.0 (Access) (Silva) Jay 25. h12.0 (Access) (Silva) Jay 25. h12.5 (Access) (Silva) Jay 25. h12.5 (Access) (Silva) Jay 26. h12.5 (Access) (Silva) (Access) (Access) (Access) (Access) (Acces	1971	+14 14	FS investment Managers	Ltd		_	-		444 510
(Acyan, Usin) 117.5	2	二二烷	198 West George St., Glasgow.		047-332-646	e ;	Key Fend Managers Ut: 35, Fountain St. Manchester W	L (2)(5) 224F	061-236 5685
(Mr. July 30				걸겠	<u></u>	<b>=</b> .		133	
Souther Co July 26	錯	270	Server (d's Fel	27.64		- ;	Key Equity & Ges 140.1 Key locasite Fund 155.7 Key Fixed Int. Fil	60.9I	105 155 1150
Pecific July 90			Fidelity International Ma	rage#4	nt Lite.	1	Kleinwort Bonson Unit	Managerr	;
dan destal 2027 H	22.54 20.54 20.72 20.72 20.72		River Wall, Textridge, TN9 101 September (2)Rt 2		-0.1 L1	- 2	20. Fendisorch St. ECS.		<b>01-623</b> 8000
German, United	젊공	그림 5왕	Austr. Eq. Inc. (x) 30.0 Austr. Spec. Sits (x) 45.9 Spech E. Asia Tvi (x) 25.5 Instan Special Sits (x) 20.6		-0.5	ii i	CB UK Estyles (10ter)) 170,7 CB UK Estyles (10ter) 173,5	쯫첉	淵況
Acres (1962)	73.9	:::	South E. Ada Tri (1)	類	-01 01 -01 01	ē,	CB Fd In Yst Acc	159	-1월 3월
,,,			Name Treet (2)	195	+12 .54 -12 .54	= 8	CB DK Eatyles (10ter 1) 170.7 CB DK Eatyles (10ter 1) 171.5 CB Fd Iny Tex	119.1	+0.1 2.30 +0.2 2.30 -0.2 3.38 -0.2 3.38 +0.5 3.07 +0.7 3.07
Eishopsgate Progressive i	Mgart. C	a.	Mar Inc. Eq. Tat	33		2.	IN HOLD THE ACT	99.2 157.6 56.8 56.3 72.0	###
is Hobors Vladuce, ECLA 2011.		CQ-245 4000	Special Site	305	-01 94	ě	03 Amer 6th let 52 1 03 Amer 6th Acc 52 4	55.8	-0.2 3.14 -0.1 3.14
15 (Main   17 (Main Main Main 177/ 5 Lat Usaba Main 30	1053-8	0.5	Growth & Inc Tst	23	40 41 40 41 40 41	7	(B int. Receivery lac	220	-朔 됐
15 years ( Prog. July 30 1737 5 (of Units) July 30 1946.0 Fryste ist July 30 155.0 Jectons July 30 1036.1 Sectons July 30 174.8 San & For July 25 18.5	1071.7	0.96 0.74 0.74		البيطة		17 1	US im. Recinery lac	413	402 230 402 338 405 337 404 682 404 334 404 334 404 334 404 334 404 300 404 404
(2005年) 中 37	1091.7 182.1 104.5 104.5	-20 -20 -20 -20 -20 -20 -20 -20 -20 -20	James Finley Unit Trest   10-14, West Nate Street, Glasgon	Hagt L	.td., 041-204 132	. K	8 W under Tech Jac	藝	-팩 '''
<u> </u>	105.8	J 135	L Feier Internal	62.1	-23 14			144	
Balaba (LM S.)	aL		J. Finite Informati	77.4 57.4 15.8	-19 14 +02 75	# 9	.AS Unit Trust Manage 8 George St. Existerat, EH2:	75 LANG. 3JL (	131-225-4908
<b>Drewin Dalphin Unit Tst</b> : Stepar St. London, EC1A 9DE	. regers 2	m 21248 4406	J. Friday High Impane	58	1 30	ğ	AS Intl. Growth Tx. 25 3 AS High Income Tol. 29.8 AS III. American Equity 25.6 AS UK Engley Tel. 284 AS Japan 372.6	결4	221
rent Capital Fd	94.04	-02 109	J. Fistor Fd.le.Tyl	. #3	104 25	į	AS II. Asserting Equity 26.5	29.0	10 12
Production Control of Feb. 1991.2	75.34 105.54	胡媛	QPrices on July 31. Heat	الي المراجعة المراجعة	+0.4 32 +0.9 32 lag 7.	ר ב	AS UK Expery Tex	23	13 Ep
			Robert Fleming & Co Ltd			Ł	& C Unit Trest Mass	asusent L	<b>M</b> _
tridge Fund Meuzyers (2) lepts House, 1949 William St. EC	Ķc)		S. Crosby Straire, EC3A 6AM.	•	01-438 585	g P	Hercy Hise, Coptitali Aut., ECZI	78E	OJ 5889 2800)
legis Rouse, King William St, EC	68.04	01-623-4951 0.57	1 Aug Exercit (1907)	275.30	급	3 1	4C let & Gen Fd	200	h
100 Acet 100 2	113.4	· .   0.57	the Professor Silv	25	二氮	-	aurenties Unit Tst Ma		
Sector Inc. 9	77.4	-04 25	(Luch 12 Galders 14)	4 '	-,) <b>946</b>	ìr	reperial Life Has., Landon Rd.,	Cultiford.	0483 503649
116.4 1271.0	#1	끏绿	Fractington Group (a)			•	rends 7ms;	7.5	-021 120
A for A 123	41	- 11 / 12 / 13 / 13 / 13 / 13 / 13 / 13 /	3, London Wall Slags., EC2N 5M	Q.	02-628 518	ı L	anson Fand Managers	Ltd. (a) (	(c) (q)
Dealing Ties. Sties. 4Ther. Pric		SLAugust L	Amer. 4 Gen	196.0	-12 -	_ 4	3, Coarrecte Sq. Ediabat th Ch	2 0	31-225 LOOT
			Accord (mets)188.8 Am. Partural173.8 (Accord (mets)179.8	Thirt of	描설	ĘÃ	merican Grei	25.2 25.2 25.2	148 45
hitannia Sp. of tinit Trie distany House, 31, Finatory C 86,2777 Peni	ats Ltd.	(a)(c)(g)	(Accest, Units)	1504	-04 25 -04 35		Parliable Supply (TIA	63.6 15.7	1 3器
ништу нолле, эз, гизову С 86,2777  — Осла	ng: 03-63	804780479	Compatible & Gilt	뿕걜	끊겼		estration & Pac. (Th) 9	15.7 7.5	+02 24
rtarris Viscopolet \$1,675 6666			Comprisite & Sile	77 - 112 - 1	+02 62	5 6	W YING AG (F) EG	22.7 23.4	7020
ritamia Viennoint (11.475 totto IX Synchilist Pantis routh Gill Trest	44	east age		127.2	125258 125258 125258 125258	į	azord Brothers & Co L	M.	
73.9	793	河陽	(Accest Units)	138.6	-22 22	2	2, Moorfields, EC2P 2HT.		<b>01-588 2721</b>
PEL MAL SIGN	74.0	温滤	Numer Tel. 1978  (Access Units) 1942  (Access Units) 1943  Attent Units) 1944  Attent Onto 1973  Attent Units) 1773  Attent Units) 1773  Photoly Import Fd. 25-b	152.4		3 6	K Fands Notes	764.1-4	-94 944
tagyal Frants K Greens (Borngylet)	32.1	+0.1 3.09	Japan & Gen Fd	1224 200	-0.4 0.4 -0.4 0.4		151.8 cone 161.1	150.6	-is in
let from Cont			Montair Impate Fd 50-b	191	)	6 8		777.98	-45 7.3

Robert Fraser Trust Mgt. Ltd. -09 120 -09 120 -09 169 +02 169 +03 039 +02 088 Friends Prov. Trest Managers (a)(b)(c)
Photon End. Dorton. Tel 65% 00% -04 292 293 444 -05 664 -172 272

will be built adjacent to the Point of Ayr Colliery, North Wales, to test and develop a process for the production of liquid hydrocarbons from coal. Site work is due to start this year with completion scheduled for late 1987.

\*\*

Contracts for the civil and mechanical works required for the Garstang flood storage area in Lancashire have been let to B B KIRK (CONSTRUCTION), Skipton, and H VISICK AND SONS, Truro. The works have +02 154 +03 155 +03 15 23 -13 14 13 14 -1.8 9.0 CAMES mt. 26 196.11 5.60 Mm America Add 3. 100.8

Barctays Unicers LtsL(a)(c)(g) Unicers Ho. 252, Resided Rd., E7.

And the state of t

07 07

illustration of the contract

Weaker

sterling

lifts zinc

market

By Our Commodities Editor

THE LONDON zinc market yesterday brushed aside news of

owned by Fluor Corp's St Joe Resources subsidiary.

Three-months zinc was £10 up

on the day at £519.50 per tonne at the unofficial close.

Group-of all its smelting capa-

# EEC agrees higher prices for imported raw sugar

THE EUROPEAN Commission sought a substantial rise for its yesterday bowed to pressure guaranteed prices, taking into previous weeks when authorisations of the African, Caribbean transport and production costs Pacific Group (ACP) to increase the proposed guaranteed price for their 1.3m tonne annual quota sold to the EEC.

Under the price proposals originally tabled by the Commission, the 13 ACP countries eligible for the rise faced increases of 1.15 per cent for their raw produce, while the Community's white sugar was to enjoy a 1.3 per cent rise. eniov a 1.3 per cent rise.

The ACP, group argued vigorously that this was discriminatory against cane growers and refused to endorse the annual sugar accord which should have been in force by

Yesterday's decision means that the higher price will now be paid for raw sugar from the ACP, though it is understood that producers within the Com-

and the economic austerity now affecting their member countries. They also objected as they have in previous years to the lack of consultation with the EEC over the sugar price question.

But ACP officials last night seemed ready to accept reluc-tantly the marginally increased price as the best available under the circumstances. A final accord is expected to be signed shortly with the new price backdated for shipments sent since

At yesterday's weekly export tender in Brussels the European Commission granted export licences on 26,000 tonnes of white sugar and 48,000 tonnes of raws, writes our Commodities staff. As expected the white sugar authorisation was well nunity will still suffer the dif-frential.

down from last week's 94,000 tonnes. That figure was The ACP group had already regarded as exceptional as it

imposition of a ceiling on the level of export subsidy available to bridge the gap between the EEC price and lower world market levels. The ceiling remains in force but over the last two weeks world prices have risen strongly so that the required subsidy is now below the ceiling level. Dealers said the tender result had minimal impact on prices in the London futures. prices in the London futures

 The London Futures market begins trading its fob delivery contract today although the first contract to which the new terms apply is May 1986. The change is intended to bring the contract closer into line with trading practices on the physical market and also with the futures market's whites con-tract. Mr Derek Whiting, the market chairman, said yesterday he expected the change to make

hedging physical deals.

It has a design capacity of 180,000 tonnes of zinc metal per year. Australian Mining and Smelting Europe said its 50 per cent share in Budelco's output

would be seriously affected.

The four U.S. zinc mines. where strikes are reported to have stoped production on July 20, have total capacity of 4,000 Labour

Labour unions there appeared yesterday to be digging in for a long stoppage. However, London metal dealers and analysts said yesterday that the absence of the state of the st metal from both sources was unlikely to have any lasting impact on the market, which has seen sharp price declines this year.

"There's so much zinc around that nobody's worrying very much," said one dealer. An analyst with another metal broker said the market was following those announced a few weeks ago.

Johnson Matthey, the

precious metals company, yesterday reversed the \$50-perounce hike in the price of rhodium it had made on Monday. That left its base price for unfabricated rhodium at

# Cutting the Caribbean food bill

com) is attempting to put right an economic embarrassment. Agriculture has traditionally

been the basis of the economies of the Community's members. Despite the increasing impor-tance of tourism, oil and bauxa production stoppage caused by a fire at the Budelco zinc plant in the Netherlands and of a strike at four U.S. zinc mines ite, farming contributes sub-stantially to national outputs— 8.8 per cent of GDP (gross domestic product) in Jamaica and 8 per cent in Barbados.

Despite this, the members of the Community, with a total population of 4.m., spent \$925m last year on food imports.

The two disclosures, which could imply the loss of significant quantities of zinc output, caused a late flurry in trading on the London Metal Exchange on Tuesday. Yesterday, however, prices eased amid profitaking before being buoyed up by weaker sterling. With most of them short of hard currency, and with decreased earnings from the newer pillars of their economies, the Caricom states have started a wide ranging agricul-tural programme to increase

The heads of government of at the unofficial close.

Billion, a subsidiary of Royal
Dutch Shell, said the fire had
deprived Budelco — jointly
owned by Billiton and the
Australian Mining and Smelting the Community, at their annual meeting in Barbados, adopted a new protocol for agriculture. The measures have been de-scribed by an official of the Community's secretariat as being a model which other parts of the food importing develop-ing world would do well to emulate.

The Community has implemented a common tariff on food imports from outside the organisation which it believes can be produced efficiently and in adequate quantities by its mem-bers.

This has been accompanied by the removal of barriers to trade in farm products between Community members.

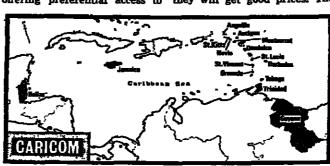
The third arm of the plan is the establishment of large farms in countries which have the land space to produce com-modities which need large acre-

There is a need to increase the value and volume of exports and obtained a two-year derogation. A five-year plan outlines from the Community to help tion from free trade in fish, steps for increased production

bers and pumpkins. The country's fishermen and "The Community's agricul-

tural exports last year were valued at \$144m. The region farmers have been producing more of these than the local spent \$925m on imports." market can absorb. "The new protocol will pro-The external tariff will result in duties of between 30 per cent for seafood and vegetable imports from outside the com-munity, to 40 per cent for fruit vide greater protection from third country imports and lead to increased production," Mr

Blades explained. "Caribbean farmers can now By creating this barrier, and produce in the knowledge that offering preferential access to they will get good prices. The



each others markets, the Com-munity members are hoping to provide an incentive for demostic producers.

The region's farm ministers believe Caribbean farmers are ready for a significant increase in their output of livestock pro-ducts, potatoes, peas and beans, rice, sorghum, maize and groundnuts.

There is little doubt that much more can be done by the Community's farmers. Intraregional commerce in farm products last year amounted to less than a half of 1 per cent of the value of the Community's total agricultural imports.

There is, however, an exception to the new arrangements. Trinidad and Tobago, the Community's richest market, sought

production will be rationalised. Guyana, for example, produces a lot of carrots but these reach the market at high prices. Barbados can produce carrots more

The new agricultural programme will pay less attention to the Caribbean Community's traditional export crops, such as sugar and bananas, and concen-trate on non-traditional exports. Much of this will depend on national programmes implemented by individual governments. Several Caricom states are watching Jamaica's efforts to break into the export of non-traditional farm products.

At the centre of Jamaica's under-used land into produc-

THE 13-NATION Caribbean pay for imports," says Mr shrimp, tomatoes, cabbages, of rice, soyabeans, milk, meat, Economic Community (Cari- Hayden Blades, Caricom's direct sweet peppers, lettuce, cucum- fish and maize. This is being backed by the

transfer of 20,000 acres traditionally dedicated to sugar cane to the production of winter vegetables for export.

The Government has pin-The Government has pinpointed the market for winter
vegetables in Europe and the
U.S. as being potentially the
most lucrative. Mr Edward
Seaga, the Prime Minister, says
10,000 of the 20,000 acres being
taken out of sugar will be used
for winter vegetables.

"Currently the U.S. imports

"Currently, the U.S. imports approximately 1.7bn lbs of vegetables during the winter season. Jamaica now supplies approximately 28m lbs, or about 01 per cent of IIS imports." 0.1 per cent of U.S. imports."

The island is aiming to raise The island is aiming to raise its market share of U.S. vegetable imports to 9 per cent. Mr Seaga has reported early success in efforts to increase winter vegetable exports. He reported that shipments in 1983 vere 3.7m lbs, rising to 6.2m lbs

last year.
But national and even regional successes in these areas will still leave the Community with a major problem in reducing imports of livestock products, feeds and cereals, which account for 60 per cent of the food import bill.

Most of the countries in the Community can increase output in some livestock, such as pork and poultry. But only three can deal with larger livestock and with feeds and cereals -Guyana, Belize, and Jamaica. The Community is planning

to establish large farms, owned by two or more members, in countries such as Belize and Guyana. A pilot project under way in

efforts is a plan to bring about the Belize river valley will 200,000 acres of unused and cover 5,000 acres and, with modern technology, carries the hopes for Caricom's agricultural

#### U.S. petrol stocks rise further

By Our Washington Staff

U.S. STOCKS of petrol rose sharply last week, running counter to seasonal trends. to the American Petroleum Institute (API).

For the week ending July 26, petrol stocks stood at 226.7m barrels, an increase of 6.8m barrels over a two-week period. They were 10.9m barrels below levels for the same week in 1984, considerably narrowing the wide disparities of recent

Crude oil stocks sank by 6.3m barrels over the week to 326.8m barrels, continuing their decline of the past five weeks. This time last year stocks stood at

The API reported a rise in barrels on last year.

#### Milk Board announces management shake up

THE Milk Marketing Board, the dairy monopoly in England and Wales, yesterday announced a

significant management shake-up designed to streamline its operations and to emphasise its separation from its manufacturing subsidiary Dairy Crest

Under the new structure, three separate divisions—one responsible for milk marketing, one for breeding and production and one in the form of Dairy Crest-will report directly to

The post of MMB chief executive is to be abolished and its administration comes at a time when the Board is under attack Dairy Crest Foods. Dairy Crest will have its own main board and an independent non-execudistillate fuel oil levels to tive chairman, and the company 118.9m barrels, down 6.3m will also move its headquarters out of the MMB's offices.

Sir Steve Roberts, MMB chairman, said yesterday that the changes were intended as a response to the decrease in milk output caused by milk production quotas and to increasing competitive pressures within Britain's dairy industry.

He said that, under the new structure, Dairy Crest would be "more self-contained, so it can concentrate absolutely on its business." In particular, Mr Bar's position would be more clearly defined.

from Britain's dairy trade for allegedly failing to manage Dairy Crest at arm's length as the law requires. The Govern-ment has appointed management consultants. Truche Boss to consultants Touche Ross to investigate these claims.

# Pakistan plans wheat imports to meet shortfall

PAKISTAN WILL import 2m tones of wheat this year to make good a shortfall in the 1984-85 winter crop.

The wheat is required mainly

for maintaining stocks and a comfortable supply position, the Ministries of Food and Com-

at 11.7m tonnes, with earlier fears that it may fall below 11m tonnes having been proved too pessimistic. The original pro-jection for the crop was 13m

the winter cut into wheat production. The low river flows also meant that the electricity generation was reduced and water pumps to irrigate wheat and elsewhere.

Close High Low Prev 60.00 60.09 59.90 59.60 59.96 60.00 59.80 69.86 60.20 60.25 60.25 60.04 60.25 60.50 60.16 60.01 59.35 69.95 59.70 59.52 54.45 — 54.68 53.57 53.50 53.25 53.16

merce said.

The persistent drought in the farms had to be switched off for the 1984-85 crop is estimated country and drastically reduced at 11.7m tonnes, with earlier water flows in the rivers during crop was growing. Out of the proposed 2m tonnes, 650,000 tonnes will be

purchased under counter-trade arrangements from Australia

LIVE CATTLE 40,000 lb, cents/i

Close High 53.07 \$3.07 55.92 \$5.92 57.55 \$7.55 58.40 \$8.40 59.30 \$9.30 60.20 60.20 89.85 \$9.85

Low 42.25 38.35 40.05 41.45 39.50 42.70 42.50 42.10 40.87

**CHICAGO** 

MAIZE 5.000 bu mir., cents/56-lb bushel

#### LONDON MARKETS

ROBUSTA COFFEE futures on the London market moved up sharply yesterday in-fluenced by a firmer New York market, easier steriling against the dollar and a strengthening in background sentiment following the sentiment following the dramatic falls of recent weeks. The September posifollowing the expiry of July yesterday, ended £44 up at £1,584 a tonne and similar gains were made in forward months.

thought the market had com pleted the correction needed from the oversold position thought further substantial gains were unlikely for the

#### LME prices supplied by Amalgamated Metal Trading **ALUMINIUM**

	Unofficia iclose:p.m £ per !	L)	High:low
Cash 3 months	716 7 737-6	-5.5 -5	709 749 730
(709.5-10). 1). settler close 738-	closing (4 three more rent 710 ( 38 5. r. 9,450 to	niha 731. 710). F	5 (730 5.

#### COPPER

Higher grade, Close — High/Lov Cash 1035-7 -25 1067:1065
Three minths 1934.5 5 1-13.5 1045-1082 Official closing (am): Ceah 1085-7 (1093-21, three months 1038-9 (1054-5), settlement 1087 (1092). Final Larb close: 1038-39.

Cash 1002 5 — 10 . — Three minths: 1009 12 — 14 1015 Official closing (am): Cesh 1009-10 (1073-4), three months 1015-6 (1031-3), sertlement 1010 (1074).
Turnever: 18,950 tonnes U.S. producer prices 68-71 conts per pound.

#### LEAD

	close(p.m.) ▲ per to		High/Lo
Cash 5 months	289,5.90,5 296,5 7,5	-1.25	288.5 298.5-2
so:tlament 296 5-97. Tutnøve	closing (a three menti t 290 (289). er: 7,950 to ts per pour	Final K nnss. L	erb clos

#### NICKEL

	Closerb	.m.\	` <b>-</b> -	HIBU( 10)
Cash a months	3545 3590	55 ÷	22,5 20	3537 3595/85
(3545-50). 600). son Karb close	lement :	onths 3538 0.	3565.	70 (3690

#### ZINC

	Uno'ficia clote p.m. £ per t	,i -	High/lo
Gash 3 months	523 5 519 20	+9	519:512
04:0:1	closing (u	m}: C:	sh 520

rover 6.500 tannes, U.S. Prime

## MAIN PRICE CHANGES

<del></del>			
METALS	July 31 1985	+ <u>o</u> r	Month ago
Aluminium	£1100	l-m	£1100
Free Mkt			
Copper Cash h Grade	P1056	gs	F1084
3 mthe	£1084.71		£10017
3 mths Gold troy oz .	8325.75	-0.5	8310.5
Lead Cash	£290	-1	£300.5
5 mths	£297	1.26	C303,2
Nicke I Free Mkt		٠ ـ ا	l 
Free Mkt	229/2490	1+3	240.270c
Palladium oz Platinum oz .	999.JU	+ 3,10	\$940.DU
Quickalivert	B985.XNE	+ 4.40	\$7.00 PM
Silver troy oz	443.650	+4.38	451.00
ā mths	456.556	+ 4.30	464.50
Tin cash	£9103.5	+ 18,6	£9607,
4 mths	£9060,5	+10	£9415
Tungsten	867.49		812.10
Wolfram 22 84 Zinc	£24	Te	250/6U
ā mthe	£519.6	+10	£568.6

Wheat Fut Nov. £101.50 - 0,10£97.48 OTHERS

High grade	Unofficial close(p.m . Per t	. — ;	ligh:/low for day
Cash 3 months	9102-5 9070-1	+ 18,5 + 3	9 102:30 9075
Official ( (9061-2), 1 2), settlam	closing (e hree mont ent 9095 (	ha 9058-6	9090-5 3 (9060-
Standard	<del></del>	1	

Official closing (am): Cash 9083-(9087-2), three months 9053-4 (9060-1), settlement 9085 (9082). Final Kerb closa: 9095-9100. 1,320 tonnes. Straits tin M\$31.05 (31.07) kilo.

## **GOLD**

TIN

Gold fell \$1, to \$125-3251, on the London bufflion market yesterday. It opened at \$327-3274, and was fixed at \$328 10 in the morning. The metal was fixed at \$328 to in the morning the atternoon. touching a high of \$3284-3294 and low of \$3241-325 during the day. GOLD BULLION (fine ounce) July 51 Close \$325.325.2 (£224.222)4; Opening \$3274.5273 (£228,222)4; M'ni'g fis. \$428.1 (£229.794) Aft'n'mix. \$527.50 (£230,309)

GOLD AND PLATIFICIAL COOKS

fixing — p.m. — price Unoffic'i troy LME—Turnover: 75 (42) loss of

July 31 + or Month	July 31 + or M
1985 — ago	1985 - 0
£1100  £1100	Coconut (Phil) \$535x +7.5
\$1045.58 +5.5  \$1025/955	Palm Malayan \$445u -5
£1056 — 95 £1084 £1084.75 — 13.5£1081.75 8325.75 — 0.5 \$310.5 £290 — 1 £300.5	Copra Phil 8340z
229.7 - 1.26.C503.25	Barley Fut. Nov.  £101,35; +0.05 £1 Maize

t Usquoted. u Aug. x Aug-Sept. w Sept. z July-Aug. † Per 76 To flask, c Canta per pound.

_	
prade Unofficial + or High:flow close(p.m) for day	WHEAT Yesterd'ys + or Mnth close -
9102-5 +18.5 9102-50 ths 9070-1 +3 9075 cisl closing (em): Cash 9090-5 2), three months 9058-63 (9060- titlement 9095 (9082).	Sept. 98.15 +0.16 Nov. 101.50 +0.16 Jan. 103.15 +0.16 Mar. 108.50 -0.16 May. 111.90 +0.18
ard !	<del></del> -

LONDON GRAINS---Wheat: U.S. Dark Northern Spring No. 1, 15 per cent: Aug 119, Sept 117, Oct 118.75, Nov

#### SILVER

Silver was fixed 4.25p an ounce evels were; apot 633.5c, up 8c; three up 8 8c; and 12-month 689.4c, up 0.35c. The metal opened at 443-446p (634-637c) and closed at 442-445p (627-

8330

GR/	lins				
WHEAT	r Yesterd'y close	* + or	Yesterdy	RLEY	
Sept Nov Jan Mar May	98.15 101.50 105.15 108.50 111.90	+ 0.16 + 0.10 + 0.10 - 0.10 + 0.10	97.75 101.30 :05 00 108 30 111.20	+0.15 +0.15 -0.05 +0.10 +0.20	

121.10, sellers, transhipment East Coast. U.S. No. 2 Soft Red Winter: Aug 103, Sept 106, Oct 109, Nov 110.50, sellers. Sept 105, Oct 109, Nov 110.50, sellers. EEC: Aug 115, seller. English feed, fob: Aug 20/Sept 10 99, Sept 96.25, Oct/Dec 104.50, Jan/March 108.75, April/June 112.25, sellers. East Coast, Malzz: U.S. No. 3 Yellow/French, transhipment Eost Coast: Aug/Sept 138, sellers. Barley: English feed, fob: Spot 99, Aug 98, Aug 7-23 97.50, Sept 99 25, Oct/Dec 104 50, Jan:March 110, April/June 116, sellers, East Coast. Rest unquoted. sellers, East Coast. Rest unquoted.
Business done—Wheat: Says 93.15810, Nov 101:60.1:50, Jan 105:30-5:15,
Mar 106:80-8:50, May 111.09 only.
Seles: 142 lots of 100 tonnes. Barley:
Sept 97:30 only, Nav 101:35 only, Jan
unitaded. Mar 108:35 only, May untraded. Sales: 20 lots of 100 tonnes.
NGCA—Localignal sx-farm spot
prices. Feed barley: Eastern 33.70, E
Mids 92:70. The UK monetary coefficient for the week beginning Monday
August 5 will remain unchanged.
The markets rose slightly but
remained in a narrow range as weather
conditions continue to cast uncertainty
over the quality and size of the
harvest, reports Mulrace.

#### COCOA

Futures opened a little easier and traded actively within a 220 range. The near July position, however, traded over a £50 range and went off the board at the lows, seports Gill and Duffus.

Sept 1656 1658 -8.5; 1887-1859
Dec. 1649 1650 -10.0 1852-1854
Mar. 1659-1660 -7.5; 1893-1858
May. 1578-1678 -10.0; 1897-1873
July 1701-1702 -8.5; 1793-1833
Sept. 1715-1716 -9.0; 1718-1719

Sales: 4,529 (3,563) lots of 10 tonnes. 1CCO indicator prices (U.S., centa per pound). Daily price for July 31; 100.10 (101.59): five-day average for August 1: 101.72 (102.03).

#### COTTON

LIVERPOOL — Spot and shipment sales amounted to 27 termes. Operations were restricted and lew freshorder resulted. Occasional interest was shown in Paraguayan and East African growths.

#### INDICES FINANCIAL TIMES

269.08 259.62 276,36 289,86 (Base: July 1 1952 - 100) REUTERS

July 30 July 29 M th agolyearago

#### July 31, July 80,54 th ago Year ago 1684,71689,9 1756,4 1876,9

(Base: September 1	8 1931 -	<b>- 100)</b>
DOW JONES	;	
Dow July July Jones 30 29	Month ago	Year
Spot 114.11 115.26 Fut. 114.13 114.48	 ! = !	127.23 124.73

ember 31 1974 - 100)

COFFEE During a fairly active session prices advanced from early losses to trade C30-63 higher, reports DBL. Lower starting appeared to be the main factor behind the rise while good trade buying remoted a sheep relly before profit-

SUGAR LONDON DARLY PRICE—Raw sugar \$114.50 (£80.50), up \$1.50 (up £1.00) a tonne for July-August-September delivery. White sugar \$147.00, down 50c. 50c.
Prices attempted to consolidate within the \$122-119 trading range, basis October. August expired quetty, roports C. Czamikow.
Sales: 2,977 (3,416) lots of 50 tonnes. Tate and Lyle delivery price for granulated basis sugar was £183.50 (£184.50) a tonne for export.

S per tonne 3 per tonne
Aug. 118,8 , 112,6-119,8 | 112,6-111,4
Oct 122,6-122,8 | 113,0-113,7 | 124,0-118,4
Dec 125,8-129,3 | 121,1-121,8 | 125,8-121,0
Mar. 135,2-156,4 | 131,2-151,6 | 136,0-151,8
May 139,6-139,0 | 152,2-156,0 | 157,0-154,2
Aug. 142,6-143,713,72,138,0 | 142,8-146,8
Oct 146,0-146,2-140,0-141,9 | 147,8-144,8

# International Sugar Agreement— (U.S. cents per pound fob and stowed Caribbeen ports.) Prices for July 30: Daily price 4.24 (4.28): 15-day average 3.35 (3.25).

SOYABEAN MEAL The market opened unchanged on a strong cash market, reports T. G. Roddick. Prices remained within narrow ranges until rellying lets in the day.

Sales: 629 (1,222) lots of 20 tonnes.

The London physical market opened unchanged, ruled quiet throughout the day and closed uncertain, raports tewis and Peat. Closing prices (buyers): spot 63.00p (same): Sept 63.50p (59.00p); The

Kuals Lumpur fob price for RSS No 1 was 190.5 (191.0) cents a kg and for SMR 20 was 161.0 (160.5).

There was moderate trading in non-Saudi Arab Guif crudes for September. Brent traded 20c lower for September and October. August North See prices were stable in thin trading. Nymex WTI opened 11c down for September and traded 8c down at 1 pm EST. Of permission products peaching signment on lack of buyers for several promp cargoss but heavy fuel in north-was Europe firmed due to continued deman into Italy—Patroleum Argus, London.

| Latest | Chr ng | Latest | + or - CRUDE Oil.-FOB (6 per barrel) - Aug. ... 97.15 27.25 |+0.10 ... 25.05-25.15 | Brent Blend 25.55-26.45°1—0.10 W.T.L (1pm est) 27,29-27,59°;—0.05

orcados (Nigeria) . Iraia. (cif NME) ..... 25 65-26,15 (+0,05 PRODUCTS-North West Europe Prompt delivery oif (\$ per tonne) 

\* Saptember. Petroleum Argus estimate GAS OIL FUTURES Close '- Business 5 U.S.

Turnover: 1.210 (872) lots of 100 POTATOES

Pressure on the physical market, with supply exceeding demand as growers move earlies prior to the careals harvest, pushed futures sharply lower, triggering stop-loss solling orders. A fall in the Dutch market weakened values further, reports Colay and Harper. £ per tonne 54.90 | 56.20 | 55.70-54.70 62.50 | 64.00 | 74.50-72.50 72.50 | 74.70 | 74.50-72.50 78.60 | 80.80 | 86.08-78.30

PIGMEAT

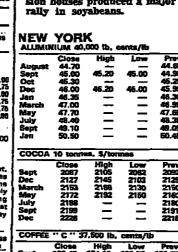
Orderly book-squarfing on spot Aug incouraged traders to switch attantion to later positions as sellers lowered their sights, reports CCST Commodip. per kilo (deadweight) Aug. 107.10 | 108.10 | 107.50-106.50 | 107.10 | 108.70 | 108.80 | 107.71 | 108.70 | 108.60 | 107.71 | 109.80 | 108.60 | 107.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 | 109.80 |

Sales: 181 (9) lots of 50 carceses, 3,250 kg. Levels remained within a narrow range and final quotations were close to the devia lows. Good two-way trading was mainly concentrated in October and April, raports Clarkson Wolft. The Saltz Freight Index was 725.5, down 3 points. **U.S. MARKETS** 

PRECIOUS METALS found fresh buying in sympathy with the weak trend to the dollar along with continuing con-cerns over the South African situation, reports Heinold Commodities. Copper shrugged off a large stock decline in Comex warehouses to close steady on uncertainty over

minium was slightly higher on fears of ou production cut-hacks. Sugar was firm on disappointing test results for Sweden. Cocoa was under pressure from technical sell-ing. Coffee was firm on short-covering linked to an oversold condition. Cotton rallied on an oversold condition and cau-tion over making fresh sales at values below the loan rate. Heating oil prices were sharply lower on bearish sta-

tistics released by the APL. While the build-up in industry stocks was most apparent in gasoline, the entire energy complex came under pro Professional buying followed



Close High 133.49 134.10 136.18 136.80 137.65 138.10 139.65 138.65 139.18 139.00 139.50 139.50 140.00 COPPER 25,000 |b, cents/lb 81.70 60.75

**OTHER MARKETS** ROTTERDAM

COTTON 50,000 lb, cents/lb CRUDE OIL LIGHT) 42,000 U.S. gallons, \$/barrels

by stop buying by commis-sion houses produced a major rally in soyabeans. 44.95 44.95 45.25 46.30 46.95 47.65 48.36 49.05 50.46 Prev 2092 2125 2150 2160 2180 2191 2218 Prov 60.80 61.25 61.60 62.35 62.60 63.15 63.95 64.30 64.85 Sept Oct Jan March May July Sept Oct 62.75 61.80

Close High 230.8 224.8 227.4 229.6 227.4 249.4 241.4 240.6 247.2 230.4 231.6 225.2 2 Close 327.1 329.1 331.0 335.2 339.6 344.0 348.9 359.3 364.8 370.5 376.3 Sept Dec March May July Sept Dec 333.7 337.6 342.2 346.5 350.0 332.8 332.0 338.2 336.4 345.0 340.8 349.5 345.7 — 350.8 — 356.1 384.6 381.6 — 367.3 — 373.1 PORK BELLIES 38,000 lb, cents/lb 369.0 Close High I. August 52.70 52.70 45 52.70 45 52.70 52.70 45 52.70 High 70.60 71.40 72.25 73.00 73.80 74.15 72.85 Prev 70.52 71.44 72.25 73.09 73.82 74.26 73.30 70,90 68.65 Cities High
August 523.4 527.2
Sept 521.8 524.0
Nov 529.0 530.0
Jan 538.4 539.0
March 547.8 548.4
May 554.8 556.0
July 557.8 558.0
Sept 541.4 546.0
SOYABEAN MEAL 100 ton ORANGE JUICE 15,000 lb, cents/tb Close 132.05 128.95 125.10 124.85 124.65 124.65 High 132.50 129.50 125.85 125.05 Low 130.58 127.40 123.50 123.00 Close 119.9 122.7 124.8 128.5 130.5 134.0 137.0 141.0 = PLATINUM 50 tray az. \$/tray az SILVER 5,000 tray oz. 5,000 Close 628.4 633.0 637.5 646.0 650.8 659.7 669.2 679.4 690.2 708.6 High Prev 626.6 631.5 838.0 644.5 649.3 658.1 667.5 877.8 688.2 704.5 Low 841,5 641.5 648.5 657.0 670.0 676.0 SUGAR WORLD " 11 112,000 lb, cents/lb SPOT PRICES—Chicago locas 17.00 (asme) cents per pound. York tin 663.0-565.0 (594.0-569.0) o per pound. Handy and Harman buillon 627.0 (625.6) cents per

WHEAT—(U.S. S per tonne): U.S.
No 2 Soft Rad Winter: Sept 132. Oct
136, Nov 138, Dec 139. U.S. No 2
Northern Spring, 14 per cent protein:
Aug 151, Sept 148, Oct 151, Nov 155.50.
U.S. Northern Spring, 15 per cent
protein: Aug 158. Sept 157, Oct 159,
Nov 163.50. U.S. No 3 Hard Amber
Durum: Aug 160. Sept 155, Oct 159,
Nov 163.50. U.S. No 3 Hard Amber
Durum: Aug 160. Sept 155, Oct 159,
Nov 164. Canadian No 1 Western Red
Spring, 13.5 per cent: Aug 162.50, Sept
161.50, Oct 163.50. Canadian No 1
Western Amber Durum: Aug 170. Sept
170, Oct 173, Nov 15/Dec 15 177.
MAIZE—(U.S. S per tonne): U.S.
No 3 Yellow: after 124, Aug 118.50,
Sept 116.50, Oct/Dec 113. Jan/March
116.50, salters. Argentine Plere: affoat
130. July 132, Aug 129, Sept 131,
gellars.

WOOL FUTURES SYDNEY GREASY WOOL-Close (in

Valian cente per kg. Oct 810.0, 615.0, 616.0

SanthfrielD—Pence per pound. Beef: Scotch killed sides 78.0 to 81.0; English lorequariers 52.0 to 57.0; Ulster hind-quarters 58.0 to 52.0. Veat: Dutch hinds and ends 140.0 to 146.0. Lamb; English smell 70.0 to 76.0, medium 68.0 to 74.0, heavy 68.0 to 67.0; Scotch

PARIS

SUGAR—(Ffr per tonne): Oct 1260-1285, Occ 1280-1310, Mar 1337-1340, May 1383-1375, Aug 1420-1430, Oct 1480-1485, COCOA—(Ffr per 100 kg): Sept 1998-1987, Dec 1985-1987, Mar 1995-2000, May 2000 bid, July 2005 bid, Sept 2010 bid.

MME CROWN Law :

MANAGENCIE:

PARTYCY SHEET OF

MEY MARKETS

A CONTRACTOR OF THE PROPERTY O

July 756 High/Low 7757, 735,5:739
Oct. 788:790 (795:795 791801)
Jan. 828:820 829:825 851:833
April 855:899,5:893:893 829:905
July 825:880 839:825 830,876
Oct. 955:870 955:990
April 990:1050 1000:1050

# CURRENCIES, MONEY and CAPITAL MARKETS

## FOREIGN EXCHANGES

# Dollar closes above worst

The dollar finished weaker on the day, but well above early morning lows. Speculation about a possible weakening of oil prices, if Saudi Arabia increases production to the top of its Opec quota, gave a late boost to the dollar, while demand for the month and a firmer Federal funds rate in New York on Thesday and the Kar Covernight weakenes in New York on Thesday and the Kar East pushed the dollar down to a low of DM 2.78 in early European trading, ar the foreign exchange market remained concerned about the prospects for the U.S. cconomy. The index of leading indicators rose by 1.0 seeds a possible reintroduction of a two-tier currency specially range to the dollar in 1985 is 1.4290 to 1.6525. June average 12.1750; SwFr 3.2450 from SwFr 1.2513. Exchange rate index for day. It opened at the day's against the dollar in 1985 is 1.4510 to 2.8055. June average 3.0639. Exchange rate index Sterling weakened against the dollar major currency in the initial decline was in reaction to lower London interest rates and expectations of another reduction in UK clearing bank base rates but the prospects for the U.S. cconomy. The index of leading indicators rose by 1.0 per cent, against expectations of around 0.8 per cent. but the May exchange market remained con-cerned about the prospects for the U.S. economy. The index of leading indicators rose by 1.0 per cent, against expectations of eround 0.8 per cent, but the May figure was revised down to 0.1 per cent from 0.7 per cent, creating uncertainty in the market.

market.
The dollar fell to DM 2.8055 from DM 2.8170; FFr 8.56 from FFr 8.57, and Y236.65 from Y237.30, but improved slightly to SwFr 2.2980 from SwFr 2.2986. On Bank of England figures the dollars index fell to 136.5 from 136.8. Among other currencies, the South African rand was very weak on rumours about the

EMS EUROPEAN CURRENCY UNIT RATES

+0.91 -0.91 -0.02 -0.54 -0.92 -1.24 -1.23 +0.81 -0.91 -0.02 -0.54 -0.32 -1.24 0.71557S 1501.91 Changes are for Ecu, therefore week currency. Adjustment cale positive change denotes a ulgred by Financial Times.

Japan Austria Switz

DOLLAR SPOT-FORWARD AGAINST DOLLAR

One month 1,4040-1,4310 1,4080-1,4080 0,44-0,510 pm 1,9050-1,9029 1,9050-1,9100 0,010 pm 1,905 1,9050-1,9100 0,010 pm 1,907 1,9050-1,910 0,010 pm 1,907 1,

POUND SPOT-FORWARD AGAINST POUND

OTHER CURRENCIES

**EXCHANGE CROSS RATES** 

es Asu 1'000 es Asu 1'000

French Franc 10 Swiss Franc

Dutch Gulider Kalfan Lira 1000

9,710

27.85.28.15 81.40.82,80 14.98.14.42 18.09.14.92 5.97.4.01 8650.2700 537-341 4.45.4.49 11.63-11.75 229.840 2241,2341, 11.73-11.85 5,241, 3.271, 1.48.1.44

Pound Strippel U.S. Dollar | Deutscheit K

0.356

1,16B 0,434

0.517

0.73B 1.766

1. 11.96

3 280 1 219

0.890 1.487

9,073 4,959

Sterling
U.S. dollar dellar della della

1,701

Zurich

411 413

6.61g 6.61g

Tokyo

6,34375 | 141<sub>9</sub>-147<sub>9</sub> 8,54375 | 141<sub>9</sub>-141<sub>2</sub>

Discount Houses Deposit and Bill Rates

Paris

cators, but then showed a late rally. It finished near the day's high, on commercial demand, but could not hold above DM 2.80 Earlier in the day the dollar was fixed at DM 2.7834, compared with DM 2.8353, the lowest level since the end of June last year. the weakness of the dollar followed Tuesday's disappointing U.S. trade figures and selling of the currency overnight in New York and in the Far East. Sterling fell to DM 3.9860 at the Frankfurt fixing from DM 4.0350 on speculation about cuts in UK on speculation about cuts in UK

cators, but then showed a late

STERLING INDEX

July 31 Previous 8.30 am ..... 84.2 9.00 am ..... 84.1 10.00 am ..... 84.0 11.60 am ..... 84.1 Noon ...... 84.6 84.5 84.5 2.06 pm ..... 3.60 pm ..... 4.00 pm .....

£ IN NEW YORK

£ Spot | \$1.4885 | 4250|\$1,4840 | 1,4250 1 month | 0,440,42 pm | 0,460,44 pm | 1,081,00pm | 1,081,00pm | 1,031,00pm | 2 months | 2,50.2,15 pm | 2,40.8.30pm

7. Three
p.p. months
n 3.52 1,08-1,030m
n 2.14 0,50-0.35gm
n 2.14 0,50-0.35gm
n 1.97 1,75-1,71pm
- 1.81 2,232dis
n 3.42 2,45-2,41pm
- 16,29 450-120dis
- 20,24 450-700dis
- 4,94 98-84dis
- 4,94 99-12dis
- 4,94 99-12dis
- 4,94 191-12dis
- 1,83 1,18-1,13pm
2,22 111-3pm
2,22 111-3pm
3,18-1,13pm
5,056 2,04-1,93pm
Forward premiums and spread Close Gna month
1,110-1,1236 1,1450-1,4090 0,25-0,15c pm
1,3908-1,3545 1,3514-1,3524 0,15c pm
1,3908-1,3545 1,3514-1,3524 0,15c 0,5c-0,5c pm
1,58,25-58,85 165,55,80 156,50-58,80 1,01-10,12 2,8050-2,8060 1,01-10,15c dis
1,06-1665, 1653-1665, 100,350-6,5c pm
1,865,16,879 1,878-1,878-1,879 1,878-1,879 t UK and Ireland are quoted in U.S. currency. Forward premised discounts apply to the U.S. dollar and set to the individual cur Beiglan rate is for ponvertible francs. Financial franc 57.30-5;

CURRENCY MOVEMENTS CURRENCY RATES Sterling — 0.725094 0.5632 U.S.9, — 712 1.03737 1.0634 Austria Sch. 412 80,3304 16.73 8elgian Fr. 7 10.683 45.18 10.683 8.054 10.73 10.683 8.054 10.73 10.683 8.054 10.73 10.683 8.054 10.73 10.683 8.054 10.73 10.683 10.713 10.6827 10.683 10.713 10.6827 10.683 10 -6.9 +83.7 -7.1 +4.4 -10.6 -4.7 +8.3 +12.2 +4.5 -14.0 -20.4 +13.9

1894. 3334.

41,81 100.

Duþlin

8,55 85,878

form satisfie to a mili		(a), para 1.10 (a), qua 1.10 (a)				
J'panese Yen	FrenchFranc	Swiss Franc	Dutch Guild	Italian Lira	Canada Dollar	Beiglan Franc
353.6	18.06	3.245	4.445	- 9659	-1988 .	. 79,75
936.7	8,560	2,298	3.158	1879	1.654	: 56,55
84,32	5,049	0,520	2.124	678.3	0.482	29,16
1000.	36.15	9,730	15.55	7978.	5.720	259,1
976,6	10.	2 691	3.587	2205.	1.582	65,14
108,8	3.716	1,	1,370	819,4	0,688	24,58
75,Q3	2,715	0,730	1,672	598.8	0.429	17.94
125,4	4,535	1,230		1000,	0.717	29.99

2.550 5,674

lanadlan Dollar Jelgian Franc 100 EURO-CURRENCY INTEREST RATES (Market closing rates)

italian Lita Franci Franc D-mark 9.91<sub>2</sub> 71<sub>2</sub>.8 81<sub>2</sub>.9 63<sub>2</sub>.91<sub>4</sub> 9.91<sub>2</sub> 91<sub>2</sub>-10 4.7 914-1114 1034-1134 1214-1314 13-14 1314-1412

Asian S (closing rates in Singapore): Short-term 75-7's par cent: seven days 75 1-7 per cent: one month 75 10 per cent: three mon months 85-82 per cent: one years 85 per cent: one years 10-10's per cent: four trive years 10-10's per cent nomine. Short-term rates are call for U.S. dollars and Japanese yen; others two days' notice.

#### MONEY MARKETS

# London rates slightly firmer

MONEY RATES

There was a slightly figurer tone to interest rates on the Before lunch the Bank of Lundon money market yesterday as sterling weakened on the foreign exchanges. Three-month interbank was around 1 (up to 14 days maturity) bank bills in band 2 at 11½ per cent; and £2m bank bills in band 2 at 11½ per cent; and £2m bank bills in band 2 at 11½ per cent; and £2m bank bills in band 2 at 11½ per cent; and £2m bank bills in band 2 at 11½ per cent; and £2m bank bills in band 3 (3468 days) at 11½ per cent. It is per month interbank was around 11 to 11 to per cent in early trading, but closed at 11 to 11 to per cent, compared with 11 to 11 per cent, compared with 11 to 11 to per cent previously. Discount houses buying rates for three-month bank bills rose to 10 to per cent from 10 to per cent from 10 to per cent from 10 to per cent appeared to remain good for another cut in bank base rates after the money supply figures next Tuesday, but nervousness

UK clearing banks base-loading rate 11; per cent since July 30.

followed the comment by Sheik Yamani of Saudi Arabia about a possible rise in the country's The Bank of England forecast The Bank of England forecast a money market shortage of fl.050m and provided total help on the day of £364m.

Discount houses were again reluctant to sell bills outright to the Bank of England at existing dealing rates, on the prospect of a cut in bank base rates, and the authorities again supplied a large repurchase agreement to absorb

FT LONDON INTERBANK FIXING

(11.90 a.m. July 31) 3 months U.S. dollars offer 8 4 6 meeths U.S. dollars offer 8 & pid 8 🛧 fixing raise are the schematic The fixing rates are the estimatic mages, Danded to the nearest one autested, on the bid and offered rates for \$10m operad by the market to five aderence beaks at 11 s.m. such working day. The banks are National weatmineter Bank, Bank of Tokyo. Deutsche Bank, Banque Nationale de Paris and Morgan Gueranty Trust.

LONDON MONEY RATES 1134-1814

18 11%-18 101 1115 1115 1076 1074 111g 114g 111g 111g 111g 111

11 1 10 13 11 16 10 18 814-81<sub>0</sub> 878 BIE 107g 107g 107g 107g 107g ECGD Fixed Finance IV: Average Rate of Interest period June 5 to July 2 (inclusive): 12,536 per cent. Local authority and finance bouses seven days notice, others eaven days fixed, Finance Houses Rase (published by the notice, others eaven days fixed, Finance Houses Association): 122, per cent from August 1 1865. London and Fixence Houses Association): 122, per cent from August 1 1865. London and Sociatish Clearing Bank Rose for fending 11½ per cent. Benk Deposit States for sums at seven days motics 6.55-6.525 per cent (net). Treasury Bills: Average render rate of discount 11.1325 per cent. Cartificates of Fex Deposits (Socias 6): Reposits £100.000 and over held under one month 11½ per cent; per cent these-six months 11 per cent; six-nice months 10½ per cent; nice-12 months 184 per cent, Under £100.000 664 per cent from July 29. Deposits held under Beries 5 10% per cent. The rate for all deposits withdrawn for ceah 7½ per cent.

MONEY RATES NEW YORK (Lunchtime)

8.90 7.27 7.42 Treasury Bonds
Two year ...... 101 W 99"= 99"= 99"= 104 \s FINANCIAL FUTURES

## **Bonds** strong

U.S. Treasury bonds were the strong feature on the London International Financial Futures Exchange yesterday. September delivery bonds opened weaker at 74.20, but soon met with good buying, taking the contract up to 74.20 before Chicago opened tunds rate of 8 per cent in early at 74-20, but soon met with good buying, taking the contract up to 74-29 before Chicago opened. The larger than expected rise in U.S. June leading indicators—at 1.0 per cent against an anticipated 0.8 per cent—encouraged of the property o 1.0 per cent against an anticipated 0.8 per cent—encouraged selling taking the price down to 74-17, but it closed just below the day's peak at 74-29, compared with 74-23 on Tuesday after a downward reprises to 1 downward revision to 0.1 per cent from 0.7 per cent in the May figure. Dealers suggested there is strong resistance around the 75-00

Eurodollar futures

LONDON THREE-MONTH EURODOLLAR \$1m points of 100% \$\text{Sim points of 100\%}\$

\text{Close} \text{High} \text{Low} \text{Prev}\$

Sept 91.63 \text{P1.66} 91.59 91.68

Dec 91.15 91.16 91.11 91.20

March 90.72 90.73 90.59 90.73

June 90.32 90.33 90.22 90.35

Sept 89.96 89.95 89.92 89.99

Estimated volume 5.963 (7.907)

Previous day's open int 19.708 (19.350) THREE-MONTH STERLING 2500,000 points of 100%

20-YEAR 12% NOTIONAL GILT E50.000 32nds of 100%

DEUTSCHE MARKS DM 125,002 \$ per DM

0.725094 0.562022 1.03737 0.801444

FT-SE 100 INDEX 525 per full index point

Close High Low Prev 126.40 126.55 125.25 125.45 127.20 — 126.45 Previous day's open int 1,536 (1,547)

Sterling-denominated contracts weakened against a background of a falling pound on the foreign exchanges, and renewed fears about lower oil prices. September short sterling opened strong at \$9.20, but closed near the day's low at \$9.05, compared with the previous settlement of \$9.15. Gilt futures were also sold down on similar factors.

U.S. TREASURY BONDS 8% \$100,000 32nds of 100% Close High Low 74-29 74-31 74-17 73-27 73-30 73-16 72-27 73-30 73-16 CHICAGO U.S. TREASURY BONDS (CBT) 8% \$100.000 32nds of 100% Prev 74-21 73-19 72-20 71-24 70-30 76-07 68-18 68-31

CERT DEPOSIT (IMM) 51m points of 100% 91,86 91,86 91,90 91,92 — 91,47 91,43 91,43 — 91,03 — 90,97 — 90,63 90,62 90,57 THREE-MONTH EURODOLLAR (IAMA) \$1m points of 100%

Close High Low Prev Sept 0.3589 0.3604 0.3588 0.3665 Dec 0.3624 0.3635 0.3635 0.3597 Estimated volume 70 (50) Previous day's open int 287 (286) Lates 6 105 2 11.55 91.56 91.14 91.15 91.85 91.86 90.71 90.72 90.81 90.31 90.27 89.93 89.95 89.87 89.57 89.50 88.97 89.62 88.96 March Jupe Sept Close High Low Prev Dec March Sept 0.4382 0.4404 0.4382 0.4314 June Estimated volume 2 (3) Previous day's open let 187 (187) STERLING STERLING (IMPA) \$8 per E Latest High Low Prev 1.4895 1.4265 1.4090 1.4125 1.4020 1.4166 1.4010 1.4050 - 1.4126 1.3960 1.4005 - 1.2805 - 1.2805 Close High Low Prov Bar 0,4237 0,4341 0,4235 0,4232 Estimated volume 2 (5) Provious day's apen int 167 (167) Sept GNMA (CBT) 8% \$100,000 32nds of 100% Latest High Low - 73-25 73-18 73-04 73-04 72-28

**UF€ OPTIONS REPORT** 

Eurodollar Future—points of 100°;
ny volume with
trading at a lower

Pravious day's
open interest
Calle Puts

9084 4743

Eurodollar Future—points of 100°;
Average volume registered with
underlying futures closing just
underlying futures closing just
eurodollar Future—points of 100°;
Average volume open interest
Calle Puts
Calle For full details of settlement prices call:

Australia's

Louise Powell of LIFFE on 01-523 0444 LIFFE, ROYAL EXCHANGE, LONDON EC3V 3PJ

The Broken Hill Proprietary Company Limited gives notice that on Tuesday 1st October there will be a general meeting of shareholders at which there will be an election of Directors.

In accordance with the Company's Articles of Association, shareholder nominations for election to the office of Director must be received at the registered office of the Company not earlier than Tuesday 6th August and not later than Tuesday 20th August. Nominations should be addressed to:

The Secretary
The Broken Hill Proprietary
Company Limited
Level 41
BHP House
140 William Street
MELBOURNE, VIC. 3000

MURRAY FUND S.A. Registered Office: LUXEMBOURG, 14, rue Aldringer Commercial Register: Section B No. 8335 NOTICE OF ANNUAL GENERAL METING OF SHAREHOLDERS
The Annual General Meeting of Shareholders of MURRAY FIND S.
will be held at the registered office at Lucenbooker of August 9th, 1985. at 15.00 s'clock for the purpose of considering and enti-

consecution of the directors and the auditor with respect to their performance of duries during the year ended March 31st, 1085, 1085, 10 olect the pirectors to serve until the next annual peneral meeting of

BANQUE GENERALE DU LUXEMBOURG S.A. Lexembourg CLYDESDALE BANK LIMITED 50, Lombard Street

THE BOARD OF DIRECTORS Registered Office: LUXEMBOURG, 14, rue Aldri Commercial Register: Section B No.8621 NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS is the following matters;

To hear and accept the reports on
(a) the director;
(b) the gratutory auditor,
To approprie the statement of assets and flabilities and the statement
operations ended March 31st, 1985 and to consider declaration gystopes the directors and the auditor with respect to their per of duties during the year ended March 31st, 1985, of the directors to serve until the next annual general me harded to the auditor to serve until the next annual general me sharded the auditor to serve until the next annual general me sharded the auditor to serve until the next annual general me sharded the auditor to serve until the next annual general me

PRINTED BERREALE DU LUXEMBOURG S.A.
14. TIP Aldrigger
Luterbourg
—CLYDESDALE\_BANK LIMITED

THE BOARD OF DIRECTORS

This advertisement is issued in compliance with the requirements of The Council of The Stock Exchange. It does not constitute an offer of, or invitation to the public to subscribe for or purchase, any securities.

67-28 67-13

N.Z. \$50,000,000

#### THE BANK OF NOVA SCOTIA

(A Canadian Chartered Bank)

16%% Deposit Notes Due 1989

The following have agreed to subscribe or procure subscribers for the Notes:

MORGAN STANLEY INTERNATIONAL

BANQUE BRUXELLES LAMBERT S.A.

BANQUE GENERALE DU LUXEMBOURG S.A.

BAYERISCHE LANDESBANK GIROZENTRALE UND BANK DER OESTERREICHISCHEN SPARKASSEN

AMRO INTERNATIONAL

THE BANK OF NOVA SCOTIA INTERNATIONAL **COUNTY BANK** 

CREDITANSTALT-BANKVEREIN

DAIWA EUROPE Limited GENOSSENSCHAFTLICHE ZENTRALBANK AG

RABOBANK NEDERLAND UNION BANK OF SWITZERLAND (SECURITIES)
Limited

**WOOD GUNDY INC.** 

MORGAN GUARANTY LTD

BANK OF MONTREAL

ÇHEMICAL BANK INTERNATIONAL CREDIT SUISSE FIRST BOSTON

DAI-ICHI KANGYO INTERNATIONAL

GENERALE BANK

F. W. HOLST & CO. THE NIKKO SECURITIES CO., (EUROPE) LTD.

J. HENRY SCHRODER WAGG & CO.

**WESTDEUTSCHE LANDESBANK** 

YAMAICHI INTERNATIONAL (EUROPE)

Application has been made to The Council of The Stock Exchange for the Notes, in the denominations of N.Z. \$1,000 and N.Z. \$5,000 with an issue price of \$9.75%, to be admitted to the Official List. Interest on the Notes is payable annually in arrears on March 20, commencing on March 20, 1986.

Particulars of the Notes and of The Bank of Nova Scotia are available from Extel Statistical Services Limited. Copies of the listing particulars relating to the Notes have been published and may be obtained during normal business hours an any weekday (Saturdays and public holidays excepted) up to and including August 15, 1985 from:

The Bank of Nova Scotia, 33 Finebury Square, London, EC2A 1BB.

Rowe & Pitman, 1 Finsbury Avenue London, EC2M 2PA.

Company Announcements Office, The Stock Exchange, Throgmorton Street, London, EC2P 2BT. (up to and including August 5, 1985 only)

August 1, 1985

LONDON SHARE SERVICE

| Company | Co Financial Times Thursday August 1 1985 LONDON SHARE SERVICE

| STATE AMERICANS-Cont. ENGINEERING—Continued LONDON SHARE SERVICE Price - Net Erer Bris P/E High Law International Financier BRITISH FUNDS 1985 | Migh Lini "Shorts" (Lives up
"Notifices Bancher BS
993, Erch. 12-ac 1985
994, Erch. 12-ac 1985
994, Erch. 12-ac 1985
995, Erch. 12-ac 1986
995, Erch. 12-ac 1986
107, Erch. 12-ac 1986
107, Erch. 12-ac 1987
946, Erch. 12-ac 1987
946, Erch. 12-ac 1987
946, Erch. 12-ac 1987
946, Erch. 12-ac 1987
947, Erch. 12-ac 1987
95, Erch. 12-ac 1987
95, Erch. 12-ac 1987
96, Erch. 12-ac 1987
97, Erch. 12-ac 1987
97, Erch. 12-ac 1987
98, Erch. 12-ac 1987
99, Erch. 12-ac 1987
90, Erch. 12-ac 1987
99, Erch. 12-ac 1987
99, Erch. 12-ac 1987
90, Erc | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 CANAL

194 154 8t. Mostreal # ...

981p 699p 8t. Nost Scot.] ...

100p 66p 98-arrick Res Corp...

224 224 8t.2 # ...

144 78-arrick Res Corp...

244 144 78-arrick Res Corp...

245 930p 98-arrick Res Corp...

24 144 8t.3 98-arrick Res Corp...

25 30p 10a 4pc Beb. 1100 1100 1104 Carp. P. Est. I...

10a 780p 98-arrick B. ...

11b 780p 98-arrick B. ...

11c 780p 98-arrick B. ...

11c 780p 98-arrick B. ...

12d 10a 98-arrick B. ...

12 **CANADIANS** Undated 397-121-14 10.03 36 -4 9.88 45-4 7.92 387-4 10.03 257-4 9.87 257-4 9.98 37 Comois 40x 33 War Loss 31 pocts 41 gCore. 31 pocts 41 gCore. 31 poc 61 Ait. 38 gTress. 3pc 66 Ait. | 70to 3750 | Vintt. Corona Res | 11.9 (12.0 | Vinland Nat. Cas S1 | 297n | 142p | Vinland Nat. Cas S1 | 277n | 142p | Windser Nat. Cas S1 | 17to 80 | Wildless | 180 | Williams | 180 | 180 | Williams | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 18 1985: 376 4. INT. BANK AND O'SEAS BANKS, HP & LEASING GOVT STERLING

934 | 894 kirrs to 84 114 to 2010. |
972 | 854 kirrs to 84 114 to 2010. |
1524 | 1094 kirrs to 134 pc 2010 |
1524 | 1094 kirrs to 134 pc 2010 |
1524 | 525 | 10 114 kirrs to 1200. |
1525 | 525 | 10 114 kirrs to 1200. |
1524 | 526 | 1014 kirrs to 1200. |
1524 | 1014 kirrs to 1200. |
1524 | 1014 kirrs to 1200. |
1524 | 1024 kirrs to 1200. |
1525 | 1024 kirrs to 1200. |
1526 | 1024 kirrs to 1200. |
1526 | 1024 kirrs to 1200. |
1527 | 1024 kirrs to 1200. |
1528 | 10 GOVT STERLING ISSUES CORPORATION LOAMS 81 J. 773-Nr. 74ar 198-92 974 940 Do 71-pr 23-96 974 940 Do 71-pr 23-96 974 91 Do 91-pr 23-96 974 91 Do 91-pr 23-97 Acres 72 62 Do 41-pr 23-77 Acres 122 270 Zerskaber Ann (1100-pa) | 1134 | 944| February | 1245 | 58.65 | 100 | 10.87 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | 10.95 | LOANS | BEERS, WINES & SPIRITS | 231 | 153 | Alferd-Lyon. | 226 | +2 | 7.5 | 21 | 47 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 12.7 | 13.0 | Berhaves Brewery | 61 | 0.79 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2 BEERS, WINES & SPIRITS FOREIGN BONDS & RAILS Stock | Price |+ or Div % | Brd. |- Grees | Yield AMERICANS | CANS | Prof. | Sect | BUILDING, TIMBER, ROADS 280 | 236 202 | 178 310 | 190 251 | 17 21 | 22

...**---**

Financial Times Thursday August 1 1985 INDUSTRIALS—Continued 632 |-4 | 0540d 1.0 5.6 348 |+5 | 040c 4.7 4.1 475 |+25 | 0200c t 14 4 610 | 0135c 1.7 76 420 | 050c 6 159 Central African 190 | 150 | Faicon ZSOc. . . . | 120 +10 | 0100c | 0 | 36 9 15 | 12 | Wankle Col. ZSL . . . . | 13 | -1 | 405c 36 18.3 | 19 | 12 | Zam Cpr 5800 24 . . | 12 | . . . . | 247 182 Wests. Winding Stc. 236 +4 182 122 WWith Creek 20: 150 36 15 Wildrafe Res ML 36 +1 1014 4 Warth Resources 40; 04c - 0.9 05c + 1.7 | Section | Sect \$ 225 | +5 172 | 1100 | +5 620 | 17 | 250 | 175 | 190 | 190 | 190 | 190 | 285 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 | 180 +5 | vigled 1.0 | 18.2 |
+5 | 930.16 | 0 | 517.0 |
-5 | 930.16 | 0 | 517.0 |
-5 | 946.1 | 4.6 |
-6 | -6 | -6 |
-666.1 | 675.2 | 0.9 |
93.5 | -2 |
93.5 | -2 |
93.5 | 2.7 |
93.5 | 2.7 |
93.5 | 2.7 | Unless otherwise indicated, prices and per directed are at perce and determination are 250. Estimated price-complet rands are at perce and determination are 250. Estimated price-complet rands and convers are based on lower amount reporters and accurates and, abrete tomatic are authorities on buffying prices. PEL are calculated on "buff destribution bases, company per bases being terminated on profits after the programme programme or profit after toware deference if calculation on "buff defendation, Consequence groups deviced costs to grafit after toware, excluding exceptional profits from the calculation on "buff defendation," and all the second profits after sold of declared distribution and profits for sold of declared distribution and replace.

"Tap Stock".

Higher and Lows marked thus lique been adjusted to allow for rights issues for cash.

Interior slace reclaimed, agoed or archeved.

USM; not felted in Stock Exchange and company not subjected in same dependent of others. In the slace of a same application.

Figures or record available.

USM; not felted in Stock Exchange are company not subjected in same dependent of the slace of the same dependent.

Indicated dividined after precling scrap and/or rights result cover relates to preventus declared to supportation.

Forecast deviction of the supportation.

Forecast deviction covers on searchings applicately between statement. Technical fluid and the supportation of the same declared.

Same interest: reduced feed sadior reduced examines sudicated.

Forecast deviction conversion of sharps and some studies for devicted at a feature date. The profit is a subject to a season profit of the same date of profit of the surpose sharps and such as a subject to the same states of the suddent and prefit face of the same date of profit of the surpose sharps and such as a subject of the same date of profit after strip right. I Assumed d | Rubbers | Palm Oil | Pal | Section | Sect Stack Price - Het Cur Gr's PROPERTY INSURANCES 1625 1371 35.0 2.9 1371 35.0 2.9 1320 165.75 45 3.7 1420 25 84-7.75 5.9 1420 4 2.4 145 27 21.0 3.9 4.0 Central Rand

Ce Eastern Rand

119	-1	1058d 10	16.7			
119	-27	96513	6	52		
12	251	-1	-7			
251	-1	-7				
251	-1	-7				
251	-1	-7				
251	-1	0.55	27	62		
251	-1	0.55	27	62		
251	-1	0.55	27	62		
251	-1	0.55	13	6.1		
251	-1	1057	13	6.1		
251	-1	1057	12	142		
252	-1	14	148	16574	15	165
253	-1	15	15	15		
254	-1	15	15	15		
255	-1	25	15			
256	-1	25	15			
257	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258	-1	258	12			
258 REGIONAL & IRISH STOCKS The following is a selection of Regional and Irish 12000, the latter being duoted in Irish currency	Albert	True	Rand	403	-2	0180c

principal de la companya de la compa

# Equities stage marked late turnround as sterling

Account Dealing Dates
Option

\*First Declara- Last Account
Dealings tions Dealings Day
July 15 July 25 July 26 Aug 5
July 29 Aug 8 Aug 9 Aug 19
Aug 12 Aug 29 Aug 30 Sept 9

\*\*New-time\*\* dealings may take place from 9.30 am two business days earlier.

Leading shares staged a marked turnaround late in the session yesterday and the FT Ordinary share index, which had shown losses ranging from 6.3 to 3.2 at at all inter-day calculations, closed a net 7.1 up on the day at 943.1. The after-hours' shift in sentiment was mainly attributed to the exchange rate, although a more encouraging trend in early Wall Street trading helped. Leading shares staged a marked

ing helped.

The equity market had earlier been unsettled by the Confederation of British Industry's warning that the economic recovery could be losing momentum. Dealers marked the majority of blue chips down immediately business started and prices suffered fur-ther when stock came on offer from nervous short-term holders. Exchange rate considerations influenced potential investors as the pound rose to over \$1.43 against the dollar before reacting sharply later to \$1.4085.

Revived concern over the dam-aging effects of a strong currency on overseas earlings seemed to

soon in base lending rates.

A specialist brokers' adverse view of the Engineering sector also brought pressure to bear on the market, and on GKN in particular. The group is due to appropriate its preliminary state.

ventional Government securities. The continued firmness of the D mark against other international both sterling and the Gilt-edged market. Although the offerings were described as relatively light, longer-dated Gilts eased progressively to close with losses of approaching a point. In marked contrast, index-linked stocks rose, in a currently untapped market, by amounts extending to 3; fears were voiced that the rose of were voiced that the rate of inflation may not fall back as sharply as recently envisaged.

#### NatWest down again

altered at 395p, after 390p Computer services concern CAP Group staged a successful

Leading Buildings were virtually unchanged, but secondary issues displayed several note-worthy movements. SGB attracworthy movements. SGB attracted further buying disterest on takeover hopes and firmed 4 for a two-day gain of 12 to 155p, while recently-overlooked Higgs and Hill moved up 6 to 368p. Watts Blake Bearne improved 5 more to 230p, while Treat Held. more to 230p. while Trent Holdings hardened a couple of peace to 106p following satisfactory annual results. Milbury, however came under renewed selling pressure in the absence of any clarification of recent reports concerning possible cash flow problems and dipped to a 1985 low of 25p prior to closing 2 down at 28p. The poor annual results continued to depress J. Jarvis which fell 23 to 270p.

#### Debenhams volatile

reacted to 301p prior to closing a net 7 down at 306p. House of Fraser has increased its Deben-hams stake to 22.52 per cent, but the shareholding and a proposed particular. The group is due to announce its preliminary statement next Wednesday and a leading jobber has downgraded its profit forecast from £140m to £130m. Around mid-morning, however, the sales of top-quality stocks abated and the price falls were subsequently reduced.

A combination of overseas profit-taking and switching to index-linked issues lowered conventional Government securities. situation is resolved and gained Investors took the view that

Investors took the view that STC had been oversold and came for the shares ahead of the interim figures, scheduled for nine days time, and the close was 8 bigher at 102p. Racal, still reflecting the optimistic annual report, closed a further 6 dearer at 148p. British Telecom responded to good demand at 192p, up 6, while GEC added a similar amount at 178p and Plessey 4 at 148p. Elsewhere in Electricals, Volex, formerly Ward and Goldstone, jumped 13 to 198p on speculative buying in front of an analysts' meeting with stock-

falls back from initial high

market debut; the shares, offered at 120p, opened at 131p and moved up to 141p.

on overseas earnings seemed to considerable activity awaiting outweigh the thought that its continuing buoyancy increases the outcome of the actionious the chance of another small cut bid battle with Buston, whose offer closes tomorrow. Debenhams Debenhams continued to attract

NatWest lost 10 more for a two-day decline of 35 to 655p on the disappointing interim results. Other clearers marked time swaiting today's half-year profits statements from Barclays and Midland, unchanged at 375p and 390p respectively. Lloyds, strongly supported of late ahead 390p respectively. Lloyds, scheduled to bring the season to a close tomorrow, also closed un-

## FINANCIAL TIMES STOCK INDICES

	July 81	July 80	July 29	July 26	July 25	July 24	year ago
Government Secs							
Ordinary #	943,1	936,0	932,4		911.0	926,0	796,2
Ord. Div. Yield							
Earnings, Yld. %(full) P/E Ratio (net) (*)	12,18: 10,12 <sup>4</sup>	12,29	12.44 9.82	12.55 9.75	12,68 9.63	12.50 9.77	12.15 9.94
Total bargains (Est.) Equity turnover £m.	20,216	20,225	20,241	20,940 575,09	19,675	20.525	16.611
Equity bargains	<del>-</del> '	22,065	11,238	19,096 274.9	16,646	13,882	11,723
Sum es Recen (till):	1	191.5	164.9	274.8	184.4	139,9	167.6

10 am 933.4. 11 am 929.7. Noon 930.6. 1 pm 931.9. 2 pm 932.8, 3 pm 933.2, 4 pm 939.4. Dey's High 943.1. Day's Low 929.0. Basia 100 Govt. Sacs, 15/10/28. Fixed Int. 1928, Ordinry 1/7/36. Gold Mines 12/9/55, SE Activity 1974.

• Mil = 9.75	
HIGHS AND LOWS	S.E. ACTIVITY

					HUDI		
_	19	86	Since Co	mpilatn		July 30	July
	High	Low	High	Low	Daily Gilt Edged		i
vt. Secs.	83,87 (30/7)	78.02 (28/1)	127.4	49 18	Bargains Equities	197.2	129,8
xed Int	88,74 (50/7)	82,17 (28/1)	150.4	50.53	Bargains Value 5 dayAverage	786.7	72.8 690.6
dinaly	1024.5 (22/1)	911.0 (25/7)	1024.5 (22/1/85)	49.4 (78.5/48)	Gift Edged		154.6
dd Mines	536,9 (15(4)	330,2 (25!7)	734.7 (16/2/88)	43,5 (26/10/71)	Bargains	107.3 784.1	98.6 751.5

on balance at 210p. Hawker displayed resilience and retrieved an early loss of 10 to close unaltered at 375p. TI, strongly rumoured to be on the verge of receiving a ff per share bid from Evered which recently acquired a 12 per cent stake in the company, gave up 4 at 336p; the first half results are due next Thursday.

the Hotel sector, Norfolk Capital eximed a penny to 21 p on speculative buying.

Rank feature

Rank Organisation provided the day's feature among the misciplaneous industrial leaders, rising 13 to 383p in response to news of Xerox's bumper second.

rumoured to be on the verge of receiving a Hi per share bid from Evered which recently acquired at 12 per cent stake in the company, gave up 4 at 336p; the first-half results are due next Thurshalf results are due next fixed of the sale of Tilling Energy to added 5 more at 286p after foruph. Tate and Lyle, on the other hand, remained a weak market and lost 3 more to 430p. Among the regional retailers, Hillards rose 10 to 360p and William Mortison firmed 4 to 143p. Sweet manufacturers John J. Lees and Squirrel Horn proved to 150p in a restricted market and the latter gained 3 to 30p.

Recently-dull Trusthouse Forte to pence to 310p. Sisewhere in of pence to 310p. Sisewhere in of pence to 310p. Sisewhere in outled Corporation, to Transworld Corporation, to Transworld Corporation.

Howard Spink rose 12 to 235p in response to advertising con-tract news, while David S. Smith firmed 4 to 138p. after 140p, following good annual results.

In Properties, Regalian were again favoured on London dock-land development prospects and rose 10 to a year's high of 226p. USM-quoted Cons Term Investments slipped 2 to a 1985 low of 81p following the interim results.

results.

Nies" down £4 more at £56,
South Africans remained under Angiovaal £3 cheaper at £30 and pressure and posted further "Amcoal" ‡ off at £16‡.

40

Oct

40 | 1.10 40 | 2.80 20 | 2.80 20 | 2.80 20 | 2.80 20 | 2.80 275 | 2.70 496 | 2.90 288 | 3.60 417 | 68 | 1.20 3 | 68 | 1.20 3 | 56 | 1.50

F1.78.50 36 1.50 F1.60.000 8 110 F1.50, 235 1.40 B F1.50, 235 1.40 B F1.50 375 4.30 F1.60 178 3.50 F1.76 25 2 F1.76 F1.76 178 3.50 F1.360 57 6.80 F1.340 24 5.40

B=Bid

TOTAL VOLUME IN CONTRACTS- 26,502

GIBT P
HEIN C
HEIN P
HOOG P
KLM G
KLM P
NEDL C
NEDL P
NATH C
NATH P

PETR C
PHIL P
RD G
ROBE P
ROBE P
UNIL C
UNIL P

Sept.

0.10

8A 11,50 16 19,10 23,50 28 57,50 3

**EUROPEAN OPTIONS EXCHANGE** 

366 11,80 159 8.60 5 3.70 10 3.80 14 8.80A

95 | 2.40 29 | 6

1.50 | 10 | 150 | 140 B | 255 | 2.70 | 25 | 7.70 | 25 | 7.50 | 25 | 7.70 | 25 | 6 | 6.80 | 44 | 10 | 5.40 | 24 | 9

C=Call

5.60 3,50 A 4,80 g 3.60 13,20

2,90

Dec.

Vol. Last Vol. Last Vol. Last Stock

40 85 9,80 8,30

13.50 18 20.50 24 -31 -13.50 A 5.80

48 2 --14

98

33 25

3,70

ā.50 --

9.50 B F7.198

FL 74.90

FI.346.20

losses across the board as another bout of weakness in the Rand triggered international selling. Losses of 10 were common to Barlow Rand, 365p and South African Brewerles, 260p, while Sasol dipped 7 to 210p and New Klein Properties 5 to 85p. Among Shipping, Ocean Transport shed 5 to 161p following the interim figures.

Transport shed 5 to 161p following the interim figures.

Imperial Group attracted considerable attention on talk that the sale of its Howard Johnson subsidiary was close to being finalised and touched 185p prior to closing a net 7 up at 181p.

Mercantile House rose 7 to 247p in reply to the slightly better-than-expected annual results and optimistic statement.

#### Late support for Oils

Leading oils did little more than tick over during the morn ing but made good progress in a lively afternoon session. Wide-spread buying interest was thought to have been sparked off by comments, attributed to Saudi Arabia's oil minister, to the effect that he expects western world oil consumption to pick up considerably as winter approaches. Shell were especially favoured and rose 8 to 683p, also boosted by news of a significant oil discovery in the Norwegian sector of the North Sea. BP settled 5 better at 530p, while Britoil moved up late to close 8 higher at 208p following comment on the forthcoming sale of the Government's remaining world oil consumption to pick the Government's remaining 48.8 per cent holding. Down to 240p early on LASMO improved sufficiently to end the day 3 firmer on balance at 248p. Enter-

firmer on balance at 248p. Enterprice Oil gained 5 at 162p.
Clyde Petroleum highlighted
the secondary issues, up 8 more
to 88p amid vague bid rumours.
Falcon Resources' revival continued with the shares up 5 more
to 70p. Elsewhere, speculative
buying boosted Ohio Resources
which touched 20p prior to closing 4 firmer on balance at 18p.

United Corporation, to Trans nervous market from the outset world Corporation. but managed to hold steady Recently-neglected Lucas found around overnight levels during support and firmed 7 to 293p, the morning following the emerbut A. E. fell 6 to 116p on gence of modest support from but A. E. fell 6 to 116p on revived concern about its South African interests. Among Motor Distributors, Kenning added 3 more to 116p on stake build-up rumours, while T. Cowle improved 2 to 714p in reply to the more than doubled half-year profits.

Morgan Communications gained a penny to 133p following an agreed bid from Reed International, 8 higher at 643p. Lowe Howard Spink rose 12 to 235p in response to advertising conditions and the service of the

lion added to the overall uncer-tainty, easing from an initial \$328 an ounce to close a net 50 In the leading Golds, Rand-fonteln and Vaal Reefs gave up around £1‡ apiece at £61‡ and £54‡ respectively, while South-vaal lost almost a point at £25‡. South African Financials were similarly unsettled with "John

\$827,80

\$631

F1.314.80

70 \_ 12 9,70

7 =

25 28 32A

27

65 14.50 F1.124.59 5 9.50 F1.86.10 20 4.60 F1.212

7,80 F1.162 8 F1.65.50 FL.152

6.50 PL60.50 = F1.180 3.90 Ft, 75.20

F1,99 F1\_838.60

quietly easier note in the morning but came under sustained selling pressure thereafter. Consolidated Gold Fields eventually solidated Gold Fields eventually ended the day 12 down at a year's low of 433p. Rio Tinto-Zinc were also unsettled and gave up 10 to equal the 1985 low point of 535p.

The latest bout of nervousness surrounding the South African mining market again proved highly beneficial to Australian golds.

ır	Pagga Ou card	91112 190	M080 1	n Stoci	
3.	Exchange Offici	al List.			
			Tues.	Day's	
0	Stock	changes		change	
y	Debenhame	. 23	313	- 8	•
IJ	NatWest. Bank		665	-25	
Ŀ	Barcleys	. 20	375	-10	
-	Midland Bank .	. 18	390	- 5	
	BOC		281	+ 8	
	Lloyde Bank		395	÷ 8	
	Britoli		200	— š	
e	Macanthys Ph.		186	+ 3	
ŀ	(,bq lin) sdeiQ	12	85pn	1 - 14	
	Basa		544	+ 9	
B	Grand Met		308	+ 3	
-	iCl		669	<u> </u>	
s	Tuðnát """"		252	- 5	
ŝ	Tesco	11	270	+10	

## **LOWS FOR 1985**

#### NEW LOWS (92) BUILDINGS (1)

Milbury CHEMICALS (1)
Crode Intl. Deld.
ELECTRICALS (2)
Sound Di

MOTORS (1) PAPER (1) PROPERTY (1) SOUTH APRICANS (2) New Kielo Props. TEXTILES (1)

London Financials traded on a

#### TUESDAY'S **ACTIVE STOCKS**

ř	Based on barg Exchange Official	aing rec al List.	bebro	in Stock	
3.			Tues.	Day's	
0	Stock	changes		change	
y	Debenhame	23	313	- 8	
Ŭ	NatWest, Bank		665	-25	
	Berclays	20	375	-10	
L	Midland Bank .	18	390	_ š	
	BOC		281	+ ă	
	Lloyde Bank		395	÷ ä	
	Britoli		200	— Š	
e	Macarthys Ph.		186	+ 3	
ŀ	Siebe (nil pd.)		85pn		
	Bess		544	+ Š	
0	Grand Met		308	÷ 3	
,	ICI		669	- 3	
9	Jaguar	11	252	- 5	
\$	Tacas	44	270	<b>410</b>	

# **NEW HIGHS AND**

NEW HIGHS (36)

NEW HIGHS (36)

RRITISH FUNDS (1)

Tress. 8 acc Cm. 85 GOVT. STLG. ISS. (5)
Authorisis 11 bac Ln. In-Am Dev. Banks
2015
Euro Inv. Bank 11 pc Mexico 16 spc 2008
Ln. 2002
Do. 10 spc 2004
Nationwide Bidg. Nationwide Bidg. Soc. 12 pc 21 486
Do. 12 spc 21 286
Do. 12 spc 31 286
Do. 12 sp Grattan Time Pro-Retners (Jewelters) SLECTRICALS (2) Chloride 7/20c Cum, Volex Cav. Pf. Econom (2)

Cowle (T.) PAPER (1) Clay (Richard

PROPERTY (2) Regaliza McKay Secs. McKay Secs. Regullar TRUSTS (2) Chy & Com. Inc. Murray Growth B MINES (5)

TOBACCOS (1) BAT Inds.

TRUSTS (24) OILS (2) Oll Steatta Ros MINES (17)

#### EQUITIES

	32	155	# 5 s	19	<b>8</b> 5	Stock	Olosing	+ or	ŠŠ.		종	ا نيو
	lesue pripe	Amc	Rancho date	High	Low		<u> </u>	_	20	7 8	<b>5</b> ≯	-
	159	F.P.	9/8	65	· 58	ATA Selection 5p	64	<u>1</u>	; bg1.6	2.6	3.8	17.
1	180	F.P.	2/8		223	Abbey Life 50	1828	ì	56.6		4.1	
	4158	F.P.	818	140	150	-Appletree 10p	133	<b></b>	62.5	3.B	2,7	ló
ı	50	(F.P.	19/8	50	4512	Balilie G'7d Shin Non-	454		l — .:	i		
	575	F.P.	24!7 22/8	87	78	ABlanchards 10p	80	_¹g .	b2,1	1.6	5.8	13
	170	ΨP.	22/0		165	Bradetock 5p	170		bg5,25	8.4	4.4	15.
1	13D	JF.P.	24/7	134	99	Brent Walker 10p	112	+4	b3.5	2.9	2.5	2
1	876				126	British Aerospapa 50p	166	,—ā ∣	15.65	3 1	9.9	
i	120	F.P.	-		131	CAP 10p	141		u1.5			12
	<u> 11_11</u>	F.P.	12/7 50/8	48	40	<b>⊈Cannon Street Invs.</b>	- 50		- ;	-1	-1	15
1	77	JE-2-	12/7	12		Clive Discount Wrrts	10		!	=:	= $i$	=
1	11 11	12.5	SUID 1	100	96	#CobraEmer idMines	1 22 1			40	2 8	
	\$70 54	F.5:	,,,	105	78	Granbrook Elect, 5p	66	-E				-
ı	5140	F.F.			150	Expin. Co. Louisiana.	152		1.75			27.
	160	- 5		120	95	First Security 10p	85	T	ц5.5			
ı		F.P.		90	78	<b></b> Goodhead Print 80pl	80		b3.0	2.2	6.4	9.
1	Jr.97	F.P.	86/7	77		Green Property ir. 25p					3.8	75.
1	_										T 0	14
Į	11 15	F.P.				#Heavitree Browery., Do.'A' Lim. Vtg.Ord.			10.73	1 0	4 1	17
	§123	F.P.			126	lectronveg.ord.	TAO !	T 40	bg 1,25	3.0	1.1	XX.
ı	6110	F.P.			100	-£Lewmar	100	_= 1	2 625	3.0	5.7	12
1	3220	F.P.		47	44	London Tst. Wrrts	46			1		=
ı	144	F.P.		54					1.0	3.6	2.7	14.
1	120	F.P.			100	-∰Micha'kJ\Design2ip Micro Scope 10p Moss Advertising5p	100		b1.5	4.8	2.1	14.
Į	JS	F.P.		107	95	Moss Advertising 5p	100 :	-8	bg2.45	3.0	8.5	18.
1	1170	F.P.	9/8		158	- Pacer Systems SUJIII	140 :		DO8. BC	-1	2.2	_
1		F.P.			103	*Polypipe 10p	115,	1	hR_9	2.7	3.6	14,
1	<u> </u>	F.P.	19/7		126	#Prontaprint lOp	128		51.8°	5.1i	3.0	Œ.
1	115	F.P.	21/8		103	Salvesan (Christian)	122		8,875	¥.8	3,4	19.
1		E.P.		125	_98 ¦	+Sapphire Petm.50p Sturge Hidgs 20p	100 j	{	- i	į	- 1	_
ı		F.P.	12/7		<b>305</b>	Sturge Hidgs 20p	3 (UM)	+5	<b>⊳6.0</b>	놀레	×.67	뱮.
١	\$75	E-P-	- i	.77	.74	Trilion 10p	.76		bg1.1	7-5	- 5	٠.
1	110	F.P.	- 1	125 j	117	*Yellowhammer 5p.	180	+2	bg 1.6	3.44	T.제	Id,

#### FIXED INTEREST STOCKS

issue price £	) 55	rung.	1985 Stock		Stock	Clos'ng price &	+
	Page	Rent	High	Low		9.5	
90,705 5100 5100 6199,855 199,035 190,705 100 100 100 100 100 100 100 100 100 1	F.P. 250 NII £25 F.P. NII £50 F.P. F.P. F.P.	23/9 6/9 26/7	51 /s lippm 25 /s 100 /s 14 pm 34 /s 100 /s 112 /s 100 /s 101 /s	85 180 41; 293; 199; 199; 100 100; 100; 100; 100;	*Cannon St. Inva. 7.73Cv.Cm.RdP794-8) bHanson 7st. 5.762 Cnv. Cum. Rd. Pri- linti. Sk. for Rec. & Dev. 9s % In. 2010 Juliana's 7s % Cnv. Una. Ln. 2000-02. Koystone Inva. 11s % Deb. 2010-15. Lowland Inv. 11s % Deb. 2010-15. Lowland Inv. 11s % Deb. 2010-15. Malaysia 10s % In. 2009.	85 180 46 <sup>1</sup> 2p 51 100 14pm 33 <del>11</del> 1004 112 <sup>1</sup> 4 101 <sup>1</sup> 4 101 <sup>1</sup> 4	— ā
\$100		19:9	1112	105	York Wtr. 11.8% Red. Deb. 1995/87,	114	

#### RIGHTS OFFERS

							_
issue priça		Latest Renunc.	198		Stook	Olosing price	+0
	≪ ₽	]	High )	Low		ō E	1
165	F.P.	13/9	180	158	Baker Perkins 50p	172	-2
180	NII		62pm		Bestwood 15p		
100		30/8			Pestwood Tob	46.pm	,—a
100	F.P.	aure	103	95	*Cobra Emerald Mines		ļ
. 6	NII	· -	1 12 pm	' Чрп	Dares Est. B 5p	14pm	i <b>+ ^</b> a
280	NU	i —	48pm	25bm	Extel:	33pm	<b>—</b> Б`
185	100	28/10	123	99	Hanson Trust	111	+4
210	NI	4/9	410pm	385 pm	Hazlewood Foods 20p	390pm	<del></del> -
210 50	NII	l <u></u> i	212pm	lanm	Hicking Penteest 50p	1g pm	
285	F.P.	9:8	323	5001	THE RESIDENCE SOUTH	277	
200				25 1.5	Mills & Allen		
.77	Nil	28/8	5₄pm	. ₁ã⊅uu	New Cavendish Sp.,	r <sup>a</sup> bw	
120	Nil	30/8	8pm	∂pm	Prestwich	5pm	l
400	! NU	ı – I	84 pm	63pm	Siebe,	63pm	_2
600	F.P.	20/8	700	643	Union Discount £1	680	_
AS1.25	Nil	1	5pm		Woodalde Pet. A\$0,50,		
		-			ILABLADAGINE LOP (ABA'AA':w:")	- 2011	

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimates. g Assumed dividend and yield. u Forecast dividend cover based on previous year's earnings. p Pence unless otherwise indicated. I Issued by tender. | Offered holders of ordinary shares as a "rights." \*\* Issued by way of capitalisation. SF Reintroduced. It Issued in connection with reorganisation merger of takeover. 

Alforment letters or fully raid. It Introduction. SE United Securities Market. S Placing price.

OPT	ONS		
First Deal-	L <u>ast</u> Deal-	Last Declara-	For Settle-
ings	ings	tion	ment
July 8 July 22		Oct 10 Oct 24	
Aug 5	Aug 16	Nov 7	Nov 18
		ions see ation Se	
Stocks	favour	ed for t	he call
		desources STC, L	
		Stores, I	
was don	e in <b>Po</b> l	ly Peck,	but no
danhlac	WATE I'M	neamañ -	

doubles were transacted

## **ACTIVE STOCKS** Above average activity was noted in

1e-	the tollowing stocks ye	sterday.	
ıt 21	- Stock	Closing price	Day's change
4 18 of	Abbey Life	228 295 310 98	+ 2 +10 + 1
ali th J. og ut	Debenhams	306 210 181 252 147 247	- 7 - 4 + 7 - 2 + 7
ДО	Rank Organisation Smiths Industries	388 179	+13 +10

#### **LONDON TRADED OPTIONS**

Optio		Oct	Jan.	Apr.	Oct	Jan	Apr.	Optio		Aug.	Nov.	Feb.	Aug.	Nov.	Fet
	L 460	65	<del>-</del>	<u>  ~~·</u>	1 6	<u>                                     </u>	1 -	Lonrho (*163)	140	24	128	<del> </del>	14	<del> </del>	<u> </u>
B.P. (*528)	500 550 600	50 16	63 35 14	70 40	15 38 85	22 45 85	27 48	P. & O.	180	1 37	1 45	17	20 21 <sub>0</sub>	22 22 5 2	( 23
Cons. Gold (*432)		57 18	50 33	64 40 25	1 13	15	23	(*360)	390 390	114	2 <u>2</u> 8	32 14	<b>3</b> 0	18 53	22   35
Courtaukis	500 550	9 4	20 12	<u> </u>	80 150	130	82 	Racai (*148)	120 130 140 160	20 12 12 3	36 28 19	44 35 26 17	2 2 5 14	2 3 9 18	5 6 11 84
(*124)	130 140 160	6 4 23	17 11 6 3	13	10 19 58	13 21 39	16	R.T.Z. (*584)	500 550 600	45 13 3	57 35 18	75 50 28	5 32 67	9 28 70	14 55 72
Com. Union (*210)	180 200 230 240	36 20 10 5	27 18 10	34 24	3 7 15 34	10 18 37	13 22	Vaai Reefs (*573)	90 100	3 13 <sub>4</sub> 01 <sub>2</sub>	7 lg 4 l4 2	10 63 3	6 lg 16 lg 26 lg	11 171 <sub>2</sub> 261 <sub>2</sub>	121 191 271
G.E.C. (*176)	160 180 200 820	21 <sub>2</sub>	32 18 7	58 24 —	4 13 26	14 26	18	Ex 10% 1986 (*£95)	90 92 94 96 96	734 534 334 04	6 ja 6 ja 8 ja 9 ja	4년 2년 1년	028 0年 0平 0千	0 15 0 15 0 15 0 15 0 15	0: 0: 1:
Grand Met. (*308)	280 300 330	33 19 6	42 27 11	50 33	46 10 28	15 15 30	100	Tr. 1123 05/87 (*£111)	106 108 110 112	5 18 5 11 1 16 0 18	5 /5 4 /5 2 /5 1 5 8	5/8 459 359 239	04 04 04 14	014 015 214	1,
1,C.(. (*859)	700 750	10	47 25 12	55 88	28 62 107	35 70 107	42 77	Opti	on	Sept	Dec.	Mar.	Sept	Dec.	Mar.
Land Sec.	250	37	6	1 47	157	157	1 -	BTR (*320)	300 325	30 15	40 25	47	20	15	20
(*288)	280 300	19 9	27 15	32 21	14	16	12	1	350 350	4	14	25	40	40	37
Marks & Sp. (*146)	120 130 140 160	32 23 144 6	26 18 8	28 20 11	11 <sub>2</sub> 3 6 15	4 8 18	51g 10 21	Bascham (*388) Bass	330 360	17 17 5	43 25 14	52 52	17 35	20 35	13 26 —
Shell Trans. (*683)	650 700 750	55 32 13	65 40 16	72 47	14 32 78	18 38 83	23 43	(*544) De Beers	550 600	17	27 15 75	37	27 65	32 70	17 32
Traf gar Hse	800 j	g 1 <sub>2</sub>	-		128		<u> -</u>	(*\$4.80)	500 550	30 15	50 28	68 36	45 82	62 88	68 100
(*368)	353 860	<u>118</u>	55  31	- 59	9	8 17	19	GKN (*219)	200 220 240	9	24 15 7	31 18 12	15	18 36	11 21 58
	393 390	10	14	23	21	<b>5</b> 1	35	(*1289)	1200 1300	20 20	95 45	<sup>2</sup> 15	20   75	33 80	45 90
								Hanson (*200)	180 182	23	29 ]	22	<u> </u>	71	9
Option	_—I	Aug.	Nov,	Feb.	Aug.	Nov.	Feb.		195 200	18	80	22	7	12	16
BAT Inds. (*291)	260 260 300 330	35 20 7	30 17 5	27 23 13	5 15 40	11 22 45	18 27 48	(*252) Jaquar	240 260 280 200	20 7 2	83 81 144 6	27 17	17 32 52	12 22 33 52	15 25 23
Barclaye	360 }	1   42	21g	!	70 I	73		Tesco (*258)	236 240 256	38	46	48	2	6	13
(*374)	335 360 385 390	12	25	52	<del>20</del>	35	18	Es .	260	22,40(2	28	ō5	<u> </u>	13	18
	420	= !	= 1	32 16	= 1	<u>= 1</u>	42 67	(*141.81cts)	185 130 135	17.40	7,50	14.20	0.10 0.20 0.50	2.50	1.78 2.90 4.30
Brit. Aero (*325)	300 330 360	38 18 4	45 27 18	55 35 18	17 35	8 22 38	15 25 40	S.DM I	140 145	8.00 4.70 2,40	7.00 4.85	6.40	1.30 3,00 6,10	6.60	6.30 8.60 1.30
Bt. Telecom (*191)	150 140 150	62 52 43 32	Ξ j	ΞΙ	0½ 0½	= 1	Ξ	(*87.72 cts)	32 33 34 36	3.95 2.95 2.05	4.25 3.45 2.70	4.10 2.40	0.10; 0.10 0.80	0.40	0.36 0.60 0.80
	160 170 180	32 28 13	37 28 19	41 26	į	312	5 12		36 36	1.30 0.75	2.00 1.45	2.85	0.45	0.90	1.10 1.50
<u> </u>	220 220	2 ig	9 21g	15 512	12 50	14 31	18 33	Option	Jly	-	<b>—</b> √ -	ec. Ji	Aug	. Sep	Dec
Imperial Gr. (*184)	160 180 200	26 10 21 <sub>2</sub>	31 16 7	36 25 15	2 7 20	5 11 22	7 16 24	FT-SE   12 Index   12 (*1257)   12   12	25 25 50 2 75 01	68 45 28 14	~ 1-	4 0 5 4 5 30	]18	1— ł	22 - 50
LASMO ("248)	260 : 280 ;	20   8   4	32 22 13 6	48 30 20	20   37	12 23 40	15 98 43	July 50 Total	Contra	_     =	8 11	4 -	33	100	75 105
٠,	293	Z 1	• i	- 1	95 l	47 }	<u>~ i</u>		Unde	פחועוזי	securit	y price	,040,	Puts 3	,235

#### FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Figancial Times. the Institute of Actuaries and the Faculty of Actuaries

	EQUITY & SUB-S				Wed July 31 1985						Tues July 30	Mon July 27	EH 26	(abbum.) 180 Actu
FI	garės in parenthy stacks po			of lad	ex Da	y's P	Est. artergs lets % Max.)	Gross DN. Vield% (ACT at 30%)	Est. P/E Ratio (Net)	ni adj. 1965 19 (Sale	indez No.	index No.	Index No.	index. No.
1	CAPITAL GBOD			500			229	4.50	12.24	10.26	495.86		490.01	467.10
3	Building Materia Contraction, Con		(29)	614		נו צו	243 231	4.97 5.08	9.89 18.48	11.86 17.10	535.30 835.85		525.21 806.38	429.84 628.46
4	Electricals (14).			_ 12027	40 -0	12   1	2.14	5.60	10.45	\$1.62	1320.16	1320.34	1297.15	34542
5	Electronics (38) Mechanical Engl			1377 271			1.05 2.06	3.54 5.28	11.91 19.10	26-92 5-50			1318.23 266.39	1448.24 231.98
ä	Microsis and Meta			_   161			3.70	8.58	9.17	33	182.53		177.27	176.32
9	Motors (361			151		. 1	A.22	5.52	8.73	3.26	151.71	151.64	149.76	213.99
10 21	Other Industrial CORSUMER GR			879   648			7.97 9.86	3.80 4.02	15.19 12.59	15.74 10.79	869.18 647.93	868.23 643.31	\$69.44 635.42	606-27 486-35
25	Brewers and Dry	ullers (24	(۱	620	67 +9	د   ی	1.33 j	4.60	11.16	9.46	618.58	61443	610.85	495.76
25 26	Food Manufactor			479 1589			233	5.08 2.62	10.28	12.28	477.90	478.17	473.27	375.02
27	Food Retailing () Health and House	143 ebold Pro	dects (9)				5.67 6.59	2.90	23.31 17.51	13.12 11.26	1592.71 2017.07	1557.56 1613.47	1571.64 1003.60	205.74
29 1	Lenger (22)		بيطنا الأال يدوده	611	.59 +0		9.12	5.39	14.35	13.22	686.61	606.89	597.38	539.02
32 33	Newsporm, Put			1745			8.81	4.43	14.60	37.24	1741_57	1740.65	1719.06	2211.71
34	Packaging and Pa Stores (42)	aber (T2)		333   333	54 +0 52 -0		0.61 7.77	4.46 3.31	17.38	6.10 1.30	330.88 455.35	330.25	326.48 438.07	223.36 425.54
35 (	Terules (17)			302	11 +0	ŭ   1	5.66	5.32	7.25	7.90	301.90	303.80	300.14	247.50
36	Tobaccos (3)			753 666	38 +1	<i>4</i>   1	856	5.47 4.25	6.07	17.44	772.64	769.34	764.95	636.25
2	OTHER GROUP:	2 (181) "		656   668			9.58 4.70	5.66	13.52	11.47	656.89 644.14	653.42 661.41	658.50 662.28	425,67 546,77
44	Office Equipmen	(4)		193	J4 +2		8.27	456	14.42	3.64	118.14	188.14	187.36	130.48
45	Shipping and Tra		2)	(1110			6.96	4.73	13.95	25.71	1119.00	1112.72		211.76
46	Miscellaneous (6 Tetrohone Netwo			807. 867.		2	7.80 8.62	3.93 3.74	15.65 15.49	19,57	800.02 849.82	794.71 945.40	757.50 942.20	584,64
-≅†	DIDUSTRIAL C		831	621	34 +0		<u></u>	4.20	12.43	10.95	617.18	613.86		
51	Ods (37)			1126			661	7.45	7.43	38,58			1186,39	
59 1	500 SHARE IND	EX (500		663		.7_1	0.99	4.63	11.48	13.16			649.93	
62	FINANCIAL GR	OUP (11	5)	464			7	5.12	=	10.00	466.19	469.52		371.95
62	Banks (b)	(0)		470. 717.		3 ) 1	<u>.40  </u>	6.21	8.70	11.71 14.72	472.71 719.65	463.92 729.46	494.37 712.39	359,54 594,37
66	Insurance (Comp			361	95 -0.		- {	5.39	_	8.53	344.47	362.29	358.66	Z78.31
67	Insurance (Broke			1027			9.14	4.03	14.62		1034.51	1025.98	1010.59	789.54
88	Merchant Banks ( Property (50)	ш		224. 625.			5.93	3.80	2241	4.92 9.62	225.24 625.39	224.13 631.61	225.14 629.77	189.% 540.11
70	Other Financials	5)		265			126	_ iii	13.29	737	243.88	2437	261.32	239,05
71	Investment Trust	s (107)		557.			- 1	3.95		9.56	258,92	563.09	561.44	467.00
81   91	Mining Funance (		- Pres Pro	245. 604.			22	6.24	\$.78 9.60	5.3% 29.59	250.82	250.95 687.48	247.51 483.54	264,13
7	Oversta Trades ALL-SHARE INI			- 606				4.72	4.50	12.22	685.46	601.91	597.12	514.79 471.79
	MET-SIMME IN	VEX (13:		2 and			20/3	Day's						
- 1				No	-		ligh	Low	第 2	July 29	늏	짱	24	490_
	FT-SE 100 SHAP	E INDE	X	1261			11.7	246.8	1252.3	1241.9	1239.7	1221.7	1236.2	
							Т				Τ,	Mari I	Tites	Year
	FI	(ED	NTE	REST			ł	REDE	LEE ERO EPTION	YIELØS		Wed 첫	쎻	edecer)
	PRICE	Wed	n	Tees	25 25L	<b>24</b> 24	.1	Britis				1		<del></del>
	MDICES	35y	Day's	30 30	igity.	1985	1 :	l Low 2 Coupon	. 15	700 L.		79-01 10-12	1.95	11.97 11.56
	-	31	*	30	1	10 det	و او		່ ຊັ			10.19	10.10	10.87
Ţ	iritich Continuent		$\Box$			T	7 7	Median	. 5	years		19.24	19.74	13.05
	yrars	119.10	-0.11	119.23	_	6.5		Самоп				75.54 10.11	10.64 10.64	12.05
	5-15 years	132.27	-0.53	132.97	_	6.3		5   7   Hilgin	25	7553		18.96	18.57	11.86 13.67
- 1	3 Over 15 years   19937   -0.66   3				_	6.8			s 15			19.67	18.58	12.26
- 1	4 irredeemables 151.57   -0.62   1				i —	7.2	, I	) ·	25	7655		25.19	10.11	11.27
	recent poors	131.01	_	74	. [_2	Irredee		<del></del> -	-1	1.99	1.92	10.77		
<del></del>				+	4 4			5 years.		11.46	11.35	12.99		
6/8	ebenberg & Lates _	123.48		6.0	1 1			U years. Ziyeers.		1122	111	13.63		
7	reference	79.77		34	_	Prefere		, <u>:-</u> =		12.43	12.63	13.63		
		79.77							(ED STO	CKS				
<del></del>									_		- }-	445 !	245	<del></del> -
e;s	VII stocks	138.90	+0.36	110.50	-	1%	, 14	milation	TOLE	5 ×. 10 %.		32	3.44 3.44	342

1Flat yield Highs and lows record, base dates, values and constituent changes are published in Saturday Issues. A list of constituents is Mulable from the Publishers, the Financial Times, Bracken House, Caurion Street, London, ECAP 4BY, price 15p, by post 28p.

⊕£ 5702%

#### WORLD STOCK MARKETS

AUSTRIA				ED 510				
July 31 Price + o		July 31   Price + + or   Kroner -	AUSTRALIA (continued)  Price ; + or July 51 Aust. 5 —	July 31 Prios + or	CANADA			
Creditanstait   244   -2   -2   -2   -2   -2   -2   -	BASF 211.8 211.8 221 -0.5	Christiania Bank 145 +6 DenNorske Cred 148 Elkem 139 +1	Gen. Prop. Trust. 2,17 +0.05 Hardie (James) 3,13 Hartogen Energy 2,18xc -0.02	MHI 399 -10 Mitsul 411 -94 Mitsul Estate 792 -35 Mitsukoshi 610 +2 NGK Insulators 716 +16	Sales Stock High Low Clase Cl	Fig.   Soles Stack High Low Class Charg	Seles Stock High Leer Clase Chang	Sales Stock High Law Close Chr
Perimoser 652 +7 Stayr-Balmior 171 +1 Veitscher Mag 555	8HF-Bank 306 +1 Brown Bover! 230,7 -0,3	Kværner	IGI Aust 2.02 Jimberlana F.P 0.24 +0.02 Kia Ora Gold 0.15 +0.81 Lend Lease 7.06 -0.85 MIM 2.85 -0.92	NGK Insulators	TORONTO Prices at 2.30pm July 31	1700 Canron A \$13\(\begin{array}{cccccccccccccccccccccccccccccccccccc	77824 Lec Minris 53A % 3346 3346 748 Loblaw Co 52012 2012 2012 6521 Lumonics 522 2116 - 14 100 MIDS H A \$17 17 17 - 14 5100 MIDC 410 410 410 410 + 10	21780 Tor Dm Bk \$23\s 22\s 23 2000 Torstar B   \$38 27\s 27\s 562 Traders A   \$21\s 21\s 21\s 4\s 3158 Trins Mt
July 31 Price + c	or Daimier-Benz = 828m + 5 Deguses = 355 + 5	SPAIN	Milm	Nippon Kotan 148 : -4 Nippon Oll	2955 Abil Pres \$181, 18 18 15020 Agrico E \$181, 18 19 500 Agrico E \$182, 18 19 500 Agra Ind A \$87, 82, 84, 84, 84, 84, 84, 84, 84, 84, 84, 84	3312 Denison B   \$131 <sub>4</sub>   13   131 <sub>8</sub> +1 <sub>4</sub>   1600 Develors   \$61 <sub>8</sub>   6   61 <sub>8</sub>   54450 Dickers R   \$77 <sub>6</sub>   73 <sub>6</sub>	29652 Melan H X \$139 <sub>6</sub> 131 <sub>6</sub> 133 <sub>7</sub> +3 <sub>8</sub> 4300 Maritime ( \$151 <sub>6</sub> 15 15 -1 <sub>6</sub> 7940 Meritand E 345 340 345 6193 Meland A 1 \$165 <sub>6</sub> 183 <sub>6</sub> 165 <sub>6</sub> +2 <sub>6</sub>	15580 TrinAlta UA \$25 <sup>3</sup> a 25 <sup>3</sup> y 25 <sup>3</sup> y 65670 TrCan PL \$25 <sup>3</sup> a 25 <sup>3</sup> y 25 <sup>3</sup> y + 308 Trimac 400 400 400 -
Banq. Int. A Lux 6,500 Betzert B	Deutsche Bank 553	Bco Bilbao 350	Percontinental., 1.98 +0.02	Nippon Yusen 301 -9 Nissan Motor 658   +12	1800 Alin Nat 5143, 145, 145, 145, 145, 1222 Algoma St 5223, 221, 223, 25, 25, 25, 26, 27, 27, 27, 27, 27, 27, 27, 27, 27, 27	-3g 2627 Du Pont A \$221, 223g +1g -14 3790 Dylex A \$141, 141, 141, -18	4801 Norcen \$135 <sub>8</sub> 131 <sub>7</sub> 131 <sub>2</sub> -7 <sub>8</sub> 28264 Nva AltA ! \$87 <sub>8</sub> 67 <sub>4</sub> 67 <sub>4</sub> 4200 Novesco W \$207 <sub>8</sub> 20 20 -5 <sub>8</sub>	8800 Turbo 43 45 41' 1 1600 Unicorp A f 59 9 9 - 1 100 Unicorp A f 511'a 11'a 11'a 11'a 11'a 11'a 11'a 11'
Delhaira. 8,200 -1 BES 8,900 -1 Electrobel. 8,540 -5 FADrique Nat. 1,965 -1 GB Inno BM. 3,660 -1 GBL (Brus). 1,960 -1	50 Horten 185 -1 Hussel 519.8 +7.8		Repco	Olympus	I 22600 Barrick p 170 161 170 .	+1 <sub>8</sub>   15350 C Falcon C 5171 <sub>4</sub> 17 171 <sub>5</sub> +1 <sub>8</sub> +1 <sub>8</sub>   85975 Fichbridge   \$211 <sub>6</sub> 21 211 <sub>4</sub> +1 <sub>6</sub> +10 78800 Fed Ind A \$251 <sub>2</sub> 253 <sub>6</sub> 253 <sub>6</sub> +1 <sub>8</sub>	45500 News sp A 41 38 41 + 4 1100 Oshewa A 5334 3312 3312 4700 Pec W Airln 51412 1414 1412 1800 Pameur 5818 818 818 + 18 2300 PanCan P 5338 33 33 - 18 1800 Pembina 51612 1612 1612 1850 Phonix Oil 51014 10 1014 300 Place GO 115 115 115 - 2	\$800 Versii A 1 450 450 450 -: 10980 Vesigron \$61 <sub>4</sub> 61 <sub>6</sub> 61 <sub>4</sub> +: 27400 Westmin \$131 <sub>4</sub> 131 <sub>4</sub> 131 <sub>4</sub>
GBL (Briot)	Kaythof	Hidrolz 77.7 + 0.2 (berduero 93.5 - 0.2 Petrolece 130	Vamons 4 +0.1	Ricoh		15 9300 Gendus A \$30 30 30 - 1 3300 Genc Comp \$105, 105, 105,	1800 Pembina 51612 1612 1612 1850 Phonix Oil 31014 10 1014 10 1014 10 1015 10	18400 Yk Beet 57 7 7 + Total soles 8,656,252 shares
Soc. Gen. Banq 3,350' +5 Soc. Gen. Belge 1,810	Mannesmann 184.7' -0.3 Marcedes Hid 730 +0.5 Metaligesell 249 -1	SWEDEN July 31   Price   + or Kronor;	Woolworths 5.320.05 Wormald Intl 5.95	Shimadzu	1000 Brenda M 389 <sub>8</sub> 99 <sub>8</sub> 99 <sub>8</sub> 12400 BCPP 389 <sub>4</sub> 99 <sub>9</sub> 99 <sub>8</sub> 17775 BC Res 239 236 237 14444 BC Ptone 2226 239 236 237 14444 BC Ptone 2226 239 232 232 1445 Burtswit \$151, 15 15 15 1675 Burtswit \$151, 15 15 1675 Burtswit \$167, 12 12 12 12 12 12 12 12 12 12 12 12 12	15441 George 280 275 280 +7 200 Gibrattar 559, 93, 93, 93, 14, 157, 157, 158, 158, 158, 158, 158, 158, 158, 158	1500 Rayrock   59 84 9 +14 5010 Radpath 5135 124 1315 +15 260 Rogers A 5114 114 114 41000 Rogers A 5106 1015 1015 -16	MONTREAL
8ofina 7,270 -5: Solvay 4,500 -5: Stanwick intl	Muench Rueck 1,750, 85 Nixdorf 512 4,5 Nixdorf 1512 4,5 Porsche 1,289 +54 Preussag 261.5 +0.5 Riterin West Elect 275.5 +0.6 Rosenthal 252 -3 Schering 445.2 4,5	AGA 116 +1 Alfa-Lavaí B 191 +3 ASEA (Free) 310 -6 Astra (Free) 450 -6 Atias Copco 109 +2 Cardo (Free) 241 Cellutosa 128 +5 Ejectrolux B 286 +5	July 31 Price + or	Sony	14484 BC Phone \$229, 229, 221, 1475 Brunswik \$1514, 15 15 15 4265 Budd Can \$331, 33 331, 15175 CAE \$167, 167, 167, 167, 167, 167, 167, 167,	55500 Forest St. 19 214 214 214 214 214 214 214 214 214 214	2400 Scoots   \$274 574 574 576 650 Scoots   \$2774 2774 2774   31541 Sears Can \$91, 9 9 -14	18315 Barth Mont \$25° <sub>6</sub> 29° <sub>7</sub> 29° <sub>4</sub> 2638 Bombrdr S 514 13° <sub>4</sub> 13° <sub>4</sub> - 11620 Bombrdr S 513° <sub>5</sub> 13° <sub>4</sub> 13° <sub>7</sub> - 87° <sub>70</sub> CR Pak \$22 21° <sub>1</sub> 23° <sub>5</sub> - 23° <sub>5</sub>
DENHARK	Verta 214 : -4	Enosson B	Bank East Asia 93.4 Cheung Kong 17.7 -0.3 China Light 16.1 F.1 -0.3 Hang Sang Bank 47.25 -0.5 Henderson Land 2.10 HK China Gas. 11 -0.1	Taisei Corp	3803 Cetanese \$98, 91, 95, 4 11371 Centri Tr \$14 120, 193, 4	-1, 2815 intand Gas 520 194 20 +3, 79800 inti Thom 50', 9', 9', +'a +1, 4380 intipr Pipe \$42', 42', 42', +'a	205205Southm \$83's 62's 63 -1	2845 ConBath \$19 183, 19 +1 167 DomTatA \$113, 113, 113, 113, 12350 Gaz Metro \$111, 111, 111,
July 31 Price + a  Kn7 ½  Andelsbanken Baitic Skand CopHandelsbank D. Sukkerlab	V.E.W. 138.9 +0.2 Verein-West 338 -2 Volkswagen 286.5, +5.5	Me och Domalo 173 + 3 Pharmacis	HK Kowloon Wh. 6.8 -0.05 HK Land	Teijin	1750 Cineplex \$81, 91, 91, 91, 11, 1200 C Distb A \$87, 51, 61, 61, 61, 61, 61, 61, 61, 61, 61, 6	100 Kelsey H 3412 412 412 - 14 14 1200 Kerr Add 5169 1659 1659 - 14 - 1586 Labett 5279 2774 2779 - 16 845 LONI Cem 5142 1412 1412 + 18	300 Tara \$203, 203, 203, -1, 2910 Teck Cor \$133, 133, 133, +1, 64776 Teck 8 ! \$141, 143, 143, 2540 Tex Can \$315, 315, 315,	20165 Power Corp \$19\square 18\square 18\square -1308 Rollands \$19\square 19\square 19
De Dansks Luft. 1,250 East Asiatio	July 31 Price   + or Lira   - 5 Banco Com'le 23,700 - 300 Bastogi-IRBS 288,5 + 2	Sven Handlesbn 171 -1 Swedish Match 198 -2	Jardine Math 12,8 -0.1 New World Dev. 7,75 -0.05	Tokyo Sanyo 528 +18 Tokyo Style 5955 Tokyo Corp			1	Total Sales 2.655,014 shares
	5,119, +169	SWITZERLAND July, 31   Price   + or	Shell Fleat	Toshiba Elect 351 +5 TOTO 765 -12 TOYO Selkan 1,100 -40 Toyota Motor 1,130 -10 Victor 1,390 +40	NEW YORK-row Jones	1985 Sizes Compilation	Ces	July July 1985 28 26 High Law
3-3-1	Generali Assicur. 64,750 +750 Italcementi 47,650 +530 La Rinascente 888.2 -11.8 Montadison 2,015 -9 Olivetti 5,999 -1	Adia inti	APAN	Vamaha 731 -1 Yamaha 731 -16 650 -16 Yamanouchi 73,180 +110 Yamazaki 806 -1 Yasuda Fire 835 -71	July July July July 31 38 29 26     Industriele   1.350.25°   1,348.10   1,343.60   1,357.8	July   July   High   Love   High   Love	AUSTRALIA All ard. (1/1/80) 938.0 933.5 Mateix & Mins. (1/1/80) 551.0 552.0	934.7 934.8 935.7 (24/7) 715.3 (7/1) 550.9 549.8 583.8 (20/5) 362.5 (7/1)
FRANCE Juty 51 Price +	Perelli Spa	Credit Sulase 2,835 —40	July 31 Price + or Yen -	Yokogawa Bdge. 735	Transport B90.54* 682.12 678.78 688.2 Utilides 158.48* 158.75 155.28 157.4	[17/7] (4/1) (17/785) (8/7/32) 2 158.49 157.83 188.91 148.54 168.91 18.5	AUSTRIA  Draft Aktion (2/1/62) 94.28 84.69  BELGIUM  BELGIUM	98.01 97.46 105.73 (17/8) 85 21 (24/1)
Emprunt 445 1975 1,596 1 +7 Emprunt 75 1975 8,270   -5 Accor	NETI-ERLANDS	Hoff-Roche Prots 92,750 —750 Hoff-Roche 110.1 9,2751 —75 Jacobs Suchard. 6,425* —100 Jelmoli ————— 2,675, ——— Landis & Gyr —— 1,900; —10	Asahi Chem 683 +57 Asahi Glass 907 +2 Siridgestone 530 —21 Sanon 918 +28	Boustead Hidgs 1.54	Trading val - 102.2m 55.9m 108.9m		DEMMARK	2327.23 2322.60 2327.23 (29/7) 2090.7 (18/1) 216.48 216.48 216.48 (28/7) 158.44 (8/1)
BiC	July 31 Price + or Fis	Oer-Buehrie 1,495 -5   Pirelli 356   -5   Sandoz (Br)	asko Comp	Genting	Ind Div Yield No	4.51 4.58 5.08	ted Tendance (28/12/84) 170.7 121.4	215.2 - 233.1 (31/5) 180.5 (3/1) 122.9 123.40 130.4 (31/5) 100.1 (3/1)
Carrefour	IARN : 408vr *	Swiss Bank 1,330 _5 Swiss Bank 4687 Swiss Reinsce 12,800 _ +150 _	1,360 + 120 2010 7,190 + 180 21 Benk 1,570 - 30 21 Film 1,780	Malay Utd. Ind	July July July 28 28 28 industrials 212.59° 211.54 211.28 214.47	25 24 High Low High Low	GERMANY FAZ Akades (31/12/58) 481.88 481.88 Courserchank (1/12/53) 1351.4 1355.8 HONG KONG	485.82 488.32 502.62 (5/7) 382.39 (3/1) 1387.7 1379.2 1486.2 (5/7) 1111.8 (3/1)
Darty 1,361 -20 Dumex S.A. 770 -10 Eaux (Cle Gen) 824 -1 Elf-Aquitane 191   +3 Essior 8,004 +44 Gen.Ocoldentale; 700 -1	Calland Kidgs 36.5	Zurich ins	ujitsu ————————————————————————————————————	Singe Darby	Composite 196.88" 169.93 180.64 152.46	192.00 191.50 195.65 163.68 195.65 4.40 (4/1) (17/1/85) (1/8/32)	Itang Song Bank (31/7/84) 1880.82 1886.24 ITALY	t 1683.85 1689.85 (22/7)1226.74 (2/1 354.85 351.88 359.03 (22/7) 228.56 (2/1
Imetal	Fokker 75 +2 Gist Brocades 212 +1 Heinsken 55 +1 Hoogovens 65,5 +1,4	July 31 Price + or H	itachi Cradit	July 31 Price + or Rand -	July 24   Ict Shy yield 46	July 17 July 10 Year Ago (Approx)  3.52 3.62 3.64 12.28 12.28 14.73 18.38 11.24	JAPAN** Kildusi-Dow (18/5/49) 12232.27 12289.89	12591.42 12848.09 13040.10 (6/7) 11545.2 (5/1) 1044.30 1048.43 1055.91 (8/7) 918.93 (4/1)
Matra 8.4	Nat Ned Cert   75.2 - 0.8   Ned Mid Sank   208 - 0.7   Ned Mid Sank   180 - 2.5	Alliance Oll Dev .: 1.05	ACCS	1.75   -0.85     1.85	R.Y.S.E ALL COMMON	BISES AND FALLS  Johy July July 30 25 28	NETHERLANDS ANP-CBS General (1970) 218.7 217.0 ANP-CBS Indext (1970) 184.9 184.4 NORWAY	217.8 219.5 220.9 (8/7) 185.6 (3/1) 185.2 185.6 188.8 (22/7) 147.9 (3/1)
Moutines 82.7, —0.3 Nord Est. 90.5 +0.5 Pernod Rica. 708 -4 Perrier 495   -5 Petrolos Fra. 216.1   +8.6 Petgeot S.A. 334   -6	Pakhoed 67.5 + 2.5 Philips 76.9: -0.1 Robeco 76.9: -0.8	Aust. Nat. Inds 2,74 K. APM	80 Soap 835 +3   885  836  837   838  838  838  838  838  838  83	arclaysBank	July 3.67 July 3.69 28 Wigh Last 118.46 188.86 111.35 113.48 94.4 (17.77) (4.7	issues traind 1,987 2,015 1,988	0ato SE (4/1/83) 345.81 345.29 SINGAPORE	347.38 330.18 347.38 (29/7) 288.18 (2/1) 777.45 778.44 852.85 (7/3) 717.95 (15/7)
Printempts Au. 265.8, -2.7 Radiotech	Rolinco 67.9 -0.3 Rorento 45.8 +0.1 Royai Dutch 196 -0.5 Uniterer 345.8 -1.3	3.85 +0.05 K 3ridge Oil 2.48 +0.03 K 4. Prop 6.66 +0.04 M	umagai	e Beers 10.36 +0.50 riefonteln 45.25 +3.55 S Geduid 45.5 i +1.5 old Fields SA 28.5 i +1 ighveld Steel 4.7 -0.1	Stacks 3.65p.m. Char	k Active Stocks Stocks 3.68p.m. Change	SOUTH AFRICA JSE Sold (28/9/78) - 874.9 JSE lodest (28/9/78) - 960.8 SPAIN	902.6 868.4 1140.8 (15/4) 836.1 (11/2) 956.3 968.3 1038.8 (17/7) 767.1 (7/3)
841870519101 1,357 -13 841870519101 1,357 -13 Telemec Elect. 2,435 -15 Thomson CSF 526 +3 Valco 231,9 +0.1	Westanen 190.2 +0.2	SR 325 +0.07 M SattemaineTya 7.6 +0.08 M Coles (CJ) 3.86 -0.82 M Complex "A" 2.12	akita	edbank 14 0.55  K Bazzars 18,75 0.55  rotza Hidgs 2,3	Lori Streams 3,337,800 4395 +1 Pan Am Cusp 3,283,860 7 + Rid-So Lul 3,275,800 1134 -2 East Air 2,524,788 1834 +	Ve         BaukAmer         1,524,380         15%         - 34           Ve         Colgato         1,316,590         27%         - 34           Ve         Batt Semi         1,638,280         14%         + 36           Ve         Batt Semi         1,021,090         131%         + 34	Madrid SE (28/12/84) 111.98 101.85 SWEDEN a 1382.79	111.78 -170.70 117.41 (4/2) 101.48 (2/1) 1353.55 1356.34 1486.98 (11/2) 1285.32 (9/7)
	page are so quoted on the line traded prices. S Dealings on Ex rights.	Costain Aust	ta Eleo Works. 796 \ +36 \ \$ Dishi Bank	Afren	St Wast Fir	1985	(31/12/58) WORLD	484.9 487.0 489.1 (8/7) 388.7 (3/1)
OVER-THE-	-COUNTER				July	<del>                                     </del>	Capital ted. (1/1/10) — 218.2  * Indicates pre-close figure ** Setenday July 27 Japan all indicas are 100 except Australia All Ordinates and Poers - 101 and Toronto Composite and Motols - 100	Metals - 500 NYSE All Compac - 50 Standard and
Stock Sales High Law Law		Nasdaq national market, 2.  Low last they   Stock Sale file	s High Low Last Ching   Stock	Sales High Law Last Chang (Hads)	* Indicates pre-close figure	137.37   138.99   138.33   19/7)   117.08 (4/1)	4/1/83 † Excluding bonds † 490 infustrials \$ 400 ports c Closed u. Unaverlable	industriels plan 40 Willdex Financials and 20 Trans-
Continued from Page 5	35 Radion 3 73 Ragen 152 47 Ragen 152 47 Ragen 1 152 47 Ragen 1 152 47 RayEn 24 97 20 Redict 19 41 Ragen 19 41 Rag	734 734 Softech 45 434 434 435 834 2914 + 12 1912 1913 + 13 4 414 Softech 386 386 386 386	2634 2612 2634 UBCol 2134 2115 2115 - 14 UFRGrp	06 1070 24 225 24 +112 15r 48 912 913 912 38 1.08 271 273 2712 273 - 18 320 812 73 773 173 1	NORT AMERICAN STANDARD	H AMERICAN QUARTI	ERLIES MORTWEST MIDUSTRIES	LONDON
OgeiGp 1.08 16 45 <sup>1</sup> 2 45 45 OhioCa 2.80 192 51 <sup>2</sup> 4 61 61	21 <sub>2</sub> + 3-16 Reading 23 201 <sub>2</sub> Receipt 23 21 <sub>2</sub>	2012 2012 - 16 Sourier S.2 103 834 9 + 12 Sourier 1 232 26 2614 Sowran 1.58 167 612 654 1 Specdy 29		42 171, 171, 171, 1 18, 184; 59 14 135, 135, -11, 132, 121, 121, 121, 121, 121, 121, 1	Transportation  Second quarter 1985 198 5 3 Revenue	Utility  4 Second quarter 1985 1984 S S	Steel, electrical + chemical products  Second quarter 1985 1984  \$ 3  Revenue	Chief price changes (In pence unless otherwise Indicated)
OtdRps 74 413 374 374 37 OtdSpfC 2.60 22 21% 21% 21 OneBcp 38e 153 20% 1972 2 One top 20 612 8	106 - 10 Reliab 18 514 1809 - 10 Reputto 16 213 959 Reputto 891 1314	51 51 - 1 SpecCt .06 51 91 91 51 Spire 40 123 13 + 1 StarSrs 311	73g 714 714 US HCB 157g 1472 157g USShit 6 51g 514 14 US Sur 71g 654 67g 14 US Sur	507 29 28 29 + 34 .12 13 414 414 414 .20e 165 1814 19 1816 + 18 1.20 162 3514 36 36 - 14	Net profits     37.3m       Nat per share     0.95       Siz months     1.7bn       Revenue     1.7bn       Net profits     57.8m	m. Not profits	Net profits	RISES Tr 2% IL 1996 £113% +£% ESR Inti
OpticC 205 154 1512 15 OpticR 888 381 <sub>8</sub> 381 <sub>4</sub> 3 OpticR 112 151 <sub>2</sub> 15	1512 + 14 Reuth 1.23e 8 23% 1 1512 + 14 ReyRey 1.24 118 4114 634 - 14 Phodes 24 98 143	23'g 23'g + 'g   SEOMIC 389 40'g 41'g   Stanhos 1.20 4 14 143-+ 'b   StaSt8 1.20 133	61¼ B1 61 — ¼   JmyFm	.20 1099 22 21 21\(\bar{1}\) 13 23\(\bar{2}\) 23\(\bar{2}\) 23\(\bar{2}\) 23\(\bar{2}\) 23\(\bar{2}\) - \(\bar{2}\) 18\(\bar{2}\) 41\(\bar{2}\) 41\(\bar{2}\) + \(\bar{2}\) 100 18\(\bar{2}\) 19 19 - \(\bar{2}\) 6776 18 17\(\bar{2}\) - \(\bar{2}\)	Not per starre		Multibenk holding company  Second querter 1985 1984 S S	Bowater Ind
Otr:TP 2.78 41 50% 50% 50% 50% 50% 50% 50% 50% 50% 50%	16   Richille   49 201   114   1   1   1   1   1   1   1   1	281, 281, Stwint .72 48 123, 125, - 1, Stifel 108 123, 13 + 1, Stratus 1655	241 <sub>2</sub> 241 <sub>4</sub> 241 <sub>4</sub> [Scale 3	21e 469 54 54 55-16 + 1-16 V V 267 8 73 77 + 1	Second quarter 1985 198 8 3 Revenue 178.5m 170.7m Not profits 2.1m 2.5m	\$ \$ m Revenue	Revenue	Falcon Res 70 + 5 GEC 178 + 6 GMK 578 + 26 Hanson Trust 200 + 7
P Q PNCs 3190 284 284 284 284 284 284 284 284 284 284	Rouses	23 23 14 1 StrwCis .76 12 StryKer 164 476 478 -18 Subsru 1.68 18 Subru 1.68 18 Subru 1.72 172 Subru 1.68 19 Subru 1.72 88 Summi 217 Summi 1.0 268	1601 <sub>2</sub> 1591 <sub>2</sub> 1591 <sub>2</sub> 631 <sub>4</sub> 62 631 <sub>4</sub> + 11 <sub>4</sub> 31 <sub>8</sub> 27 <sub>9</sub> 31 <sub>8</sub> + 1 <sub>8</sub> Valif5L 12 113 <sub>4</sub> 117 <sub>8</sub>	81 14 131 132 132 4 45 612 614 613 13 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Not per share	5 Net per share	Net per share	Imperial Group
PacoPh 12 151; 151; 15 Pancide, 13 403 81, 81; 15 Paneph 121 247; 244; 2: Paritibl 60 16 133; 131; 11 Patribl 322 8 77; Paulit 1 61 124; 125; 13	81s - 1s SAYInd 4 1312 1444 SCI Sy 489 15 1514 SCI Sy 100 1834 77s SFE .10r 6 814 1215 - 14 SPDrog 1 1 1734	312   1312   SunCat   314     414	9 834 9 Vanzets 9 834 314 + 18 338 318 314 + 18 138 1119 + 18 Ventrex Vicorp VicateFr	096 25 2514 2516 2516 ~ 16 2e 1055 1078 1078 1058 + 16 41 13 1274 13 + 14	Second quarter	Second months 4005 4004	Second quarter 1985 1984 3 8 8 Revenue	Metana Min 168 + 6 Ohio Res 18 + 4 Racal Elec 148 + 6 Rank Org 388 + 13
Paulifr 1 61 124 127 129 129 129 129 129 129 129 129 129 129	79 129 - 14 SFE 100 5 54 121 121 122 - 14 SPD 123 1 1774 1 184 1 185 1 1	19	3 2 13-16 3 + 14 Voltini 174 173 173 Voltini 201 183 201 + 14	ww l	822 months 642.8m 670.9c Net profits 15.9m 7.4c Net per share 0.58 0.2	Not per share	Net per share	Regalian Prop   226 + 10   STC
Potrite 1.72 28 27's 27's 4'	73 Save 1.50a 13 439 4	1312 4314 + 14 1414 1454 + 14 73 26 + 16 TBC 35	10% 10% 10% William Wi	.96 667 20 19½ 20 + ¼ 24 20 15½ 13½ 13½ 272 9½ 9½ 9½ 176 171 2½ 21 21 .60 194 23¼ 22½ 23¾ + 1⅓ 73 13¼ 13½ 13½ 1¾ - ¾ 28 6½ 6½ 6 6¼ - ¾	CLARK EQUIPMENT CO. Lift trucks, construction machinery  Second quarter 1985 198	Energy 1984-85 1983-84	SCIENTIFIC ATLANTA Setallita communications equipment Fourth querter 1984-85 1983-84	Volex 198 +13   FALLS Ex 11% 1990 £101% -£%
Deuthi 50e 557 15% 15 15	5 + 16   Scanfr   105   15%   25% + 16   Scherer   32   820   131   1578 - 16   Schima   40   134   23   23   23   24   Schima   6   43	15k + 1   16k + 1   17k	23 23 23 53 51 51 154 Webbs 156 155 154 Webbs 55 55 56 - 4 WesfSL 54 54 54 5 Whick	.40 122 12 11½ 11¾ 676 14¾ 14½ 14¾ + ¾ 77 17¼ 16% 17¼ + ¾	Revenue	Mer per share	Revenue	Conv 9%% 2004 £96% - £%   Debenhams 306 - 7   Jarvis (J) 270 -23   Metal Sci 5 - 4
Pořetk 48 141 <sub>2</sub> 141 <sub>4</sub> 14 PicyMg 560 201 <sub>4</sub> 20 20 Porez 232 257 <sub>8</sub> 251 <sub>2</sub> 25	9   Scient 17 1512 1 SeeGel 267 712 1014 + 12 Seegate 3809 714 1512 - 14 Seegate 125 234	442 1415 - 14 16000 257 718 714 + 18 TICMA 1 534 654 678 - 36 TelPlus 2686 214 235 - 16 Telectri .32 454 718 216 - 16 Telesict 290	311 <sub>2</sub> 313 <sub>3</sub> 311 <sub>2</sub> + 1 <sub>3</sub> WmorC 9'2 9'4 9'4 - 3 17'2 1634 17'2 + 34 Wedra 25'3 25 25 - 1 <sub>3</sub> Wroat	9 872 8 8 250 144 1312 1312 12 2 4 8 8 8 12 5 144 1312 1312 1312 12 12 14 15 14 17 18 16 14 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Revenue	Net profits	Revenue	Ocean Tran 161 - 5 Sasel 210 - 7 Tate & Lyle 430 - 8
Powertes 5 12 <sup>1</sup> 2 12 12	2 - 2 Seubel .50 222 1814 1 012 + 18 Semich 1 8 18 - 18 Sensor .05 1943 88 8 Sensor .08 371 14	8 184 + 1 Telato 199 8 8 - 5 Telatos 117 84 84 Telatons 172 324 1374 TermOR 1 53	16 <sup>1</sup> 4 16 16 <sup>1</sup> 4 + <sup>1</sup> 4 Willemt 1 17 <sup>1</sup> 4 16 <sup>3</sup> 4 17 <sup>1</sup> 4 + <sup>5</sup> 8 Willed 5 4 <sup>3</sup> 4 4 <sup>7</sup> 5 * <sup>1</sup> 8 Windson 9 <sup>1</sup> 8 9 Windson	.85 223 455g 451g 455g + 1g ] 1443 145g 141g 145g + 1g ] 2 165g 183g 167g	COOPER BIDUSTRIES Compression and drilling equipment Second quarter 1986 1984	Chemicals, spirits, wines, metals	TRECEDE Tapered roller bearing anaker Second querter 1985 1984	
PricCines 46 11-9 1114 11 PricaCo 1794 5814 5634 5634 5634 5634 5634 5634 5634 563	-16 -3-16 Symmis 648 21 12 Service 72 23 7 -14 Service 15 355 17 04 + 14 Shrinda 48 809 305 2 47 - 14 Shrinda 48 809 374 3 814 + 14 Shadiya 16 244 2074 3 4 + 14 Shadiya 13 1113 1113	101, 21 + 5, TherPr 64, 121, 225, -3, 14, 15, 15, 15, 15, 15, 15, 15, 15, 15, 15	1412 1414 1412 15 1514 4454 4454 12 152 718 719 12 1374 1354 1354 15 1374 1374 15 1379 1208 1238 14 1278 1278 1778 1878	73 63 63 63 65 72 67 810 59 49 51 4 1 108 77 6 79 79 79 19 60 14 174 17 17 17 60 69 134 13 134 4 1 1 1 1 1 1 1 1 1 1 1 1 1	Reventire	Net per share	Revenue	US DOLLAR WITHE WORLD VALUE
Propitir 1.20 31 14% 13% 14 Provin 17 16 18 16 Pullme 836 7 6% 6	4 + 4   Shelds 13 11%   6 - 3   Shoneys 15 903 274 2	1 11 Tiprary 5104  87 27 8 Tolus 90  1012 - 10 Tolus 90  7 714 1 Tolus 4  7 714 1 Trakky 21	7-16 14 7-16 + 18 Wyman 1614 16 16 - 14 321 <sub>2</sub> 31 321 <sub>2</sub> + 11 <sub>2</sub> 12 111 <sub>2</sub> 12	.80 332 27 261, 261, X Y Z	1.35m 986.2m   1.55m 986.2m   1.55	Net profits	S81.3m 601.4m  tet profits	IN THE FT EVERY FRIDAY
Quantin 709 2712 27 27	91 <sub>8</sub> + 3 <sub>8</sub> She'vel 78 171 <sub>2</sub> 1 72 + 1 <sub>4</sub> Shena 212 231 <sub>4</sub> 2 41 <sub>4</sub> Sièse 51 53 <sub>4</sub> 2 - 1 <sub>4</sub> Sièse 32 161 <sub>8</sub> 1 53 <sub>4</sub> - 3 <sub>5</sub> Shadhat 37 13	7 17 17 17 17 17 18 18 18 18 18 18 18 18 18 18 18 18 18	254 257 251 - 1 Xidex U U YlowPr 221 221 221 - 1 Zenibs 22 212 213 - 4 Ziegler 4	153 93 91 91 91 15 509 141 137 123 123 13 13 13 13 13 13 13 13 13 13 13 13 13		Special Subscription Hand	25252525252525252525252525252525252525	
R R  RAX G1e 126 61: 614 8  RPMs .56 465 161: 161- 15  RMSys 122 11 104 11	Saziers 227 1612 1 814 - 14 Supper .06 26 516 514 - 14 Smith. 72 278	94g 94g + 1g   Ungaman 217 25g 25g - 3-15 Unah 25 74g 485g + 1g   UnPhastr 1.09t 26	61s 77s 77s 1s Zioniti 1512 15 1514 1s Zitel 10 97s 91s 1s Ziyad 271s 271s 271s 1s Ziyad 271s 271s 271s 1s Ziyad 200 9512 98 2 1 Ziyad Ziyad	8a 1 12's 12's 12's + 's .38 12 38's 38's 88's + 's 1 3 19 3 18 3 3 1 4 5 26 5 1 5 5 5 5 5 5 6 .83 11's 11's 11's + 's 115 3 1 3 1 1 5 3 1 8	,	FINANCIA EUROPES BUSINE	LTIMES SS NEWSPAPER	#655c
Radmi 176 121; 12 14					T SCANDENAVA EN	ind Declarsen	THE MEDITERRANEAN John ROILE	
W	ORLD EC			RS	5/5 5A) 113	ancial Times Dansk Bladdistribution Rosenborggadde O Copenhagen Irmark	(Italy, Spain, Portugal Financial 1 & Greece) Guiolletts 6000 Frank	Times (Europea i éar 🗎
	every Mond	lay in the Fina	ancial Times		Tel:	nmark 134441 Telex: 16680 52525252525252525252525252525252		

# WORLD ECONOMIC INDICATORS

155 P. 12 C. 12 C.

## NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

| Sack | Dis. | The | Th McComD1 84 23 9 1352 811s McComD1 84 23 9 315s McComD1 95 315s McComD1 95 315s McComD1 97 McComD Anichori 46 5.6 45 2549
Anichori 46 5.6 45 2589
Anichori 46 5.6 45 2589
Anichori 47 73 12
Angolic 50 2 3 15 112 2689
Anichori 50 23 15 112 2689
Anichori 50 23 15 112 2689
Anichori 50 5.5 266 8636
Anichori 28 17 18 10 17
Antherun 43 30 9 74 147
Antherun 43 30 9 74 147
Antherun 44 30 9 77 147
Antherun 44 30 9 77 147
Antherun 44 30 9 77 147
Antherun 45 30 9 77 147
Apper pri 8 12 11 2100 71
Apper pri 8 12 11 2006641;
Apper pri 8 12 11 22006641;
Apper pri 8 12 11 22006641;
Apper pri 8 13 1 12 337
Apper pri 8 12 11 22006641;
Apper pri 8 18 13 1 12 337
Apper pri 8 18 13 1 12 337
Apper pri 8 18 12 1 1 2006641;
Apper pri 8 18 12 1 27 98
Archori 176 5 12 25 293
Armore pri 9 3 58 12
Armore pri 9 3 Eastistica of 5 7 1131 848 22% Eastistica of 9.8 7 705 211, 2560 82.20 9.8 7 705 211, 2560 82.20 9.8 7 705 211, 2560 82.20 1.40 2.6 7 328 55 Exhim 88 3.3 13 456 254, 256 251, 
 viCht pl
 384
 314
 344
 344
 344
 344
 344
 344
 344
 344
 344
 344
 344
 345
 Chasse pf5.255
 11.
 52
 451.
 52
 451.
 52
 451.
 52
 451.
 52
 451.
 52
 211.
 6
 551.
 52
 31.
 6
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 66.
 104, Nicorpel. 52 7.5 8 192 47 114, 194 115, 250 44, 251 114, 250 44, 251 115, 250 44, 251 115, 250 44, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 251 45, 251 115, 

を受けるという。そのではないで、これはできないとはなると、これではではないではないできない。これでは、これでは、これではないできないできないできないないです。 1880年の18

# NYSE COMPOSITE CLOSING PRICES

## **|AMEX COMPOSITE CLOSING PRICES**

COMITOSITE CLOSING PRICES	AMEX COMPOSITE CLOSING PRICES
INTERNATIONAL PROPERTY REVIEW THE FT EVERY FRIDAY	Central .80 151 42% 42% 42% 42% 6 Enduce 1 80 89 80% 180 180 180 180 180 180 180 180 180 180
INE PI EVERI FRIDAT	WORLD VALUE OF THE DOLLAR every Friday in the Financial Times



WORLD VALUE OF THE DOLLAR every Friday in the Financial Times

# FINANCIAL TIMES WORLD STOCK MARKETS

**WALL STREET** 

## **Encouraging** Fed data raises hopes

INDICATIONS from the latest Federal economic data of a renewed strengthening in the U.S. economy helped Wall Street yesterday to extend its recovery, writes Terry Byland in New York.

Encouraged also by firmness in bonds ahead of the Treasury's refunding announcement, stock prices opened buoyantly. Airline issues rose sharply as the industry moved towards an increased fare structure.

At the close the Dow Jones industrial average was 1.35 higher at 1,347.45.

The White House hailed the 1 per cent gain in the leading economic indicators for last month as a sign of renewed growth, and the 1.9 per cent jump in fac-tory orders was well above expectations. However, Wall Street was restrained in its response, noting that Mr Malcolm Baldrige, the Commerce Secretary, said a "stronger performance" was needed to realise the Administration's growth

The high technology sector returned to favour, led by IBM which advanced smartly on the prospect that Japan may release computer patents to the U.S. computer group so as to help ease trade tension. IBM gained \$1 to \$1311/21, only \$6 off its peak price.

Digital Equipment jumped \$1% to \$102% while Burroughs added \$1 to \$64%

1000

800

D.I Industrials

DJ Transport

LONDON

FT Ord

FT-SE 100

FT-A 500

TOKYO

FT-A All-share

FT Gold mines

FT-A Long gilt

Nikker-Dow

**Tokyo SE** 

AUSTRALIA

All Ord. Metals & Mins.

AUSTRIA

BELGIUM

CANADA

Credit Aktier

Belgian SE

Composite

Portfolio

DENMARK

FRANCE

CAC Gen

and Tendance

WEST GERMANY

FAZ-Aktien

HONG KONG

STALY Banca Comm

Hang Seng

NETHERLANDS

ANP-CBS Gen

ANP-CBS Ind

NORWAY

Osio SE

SINGAPORE

Straits Times

SOUTH AFRICA

JSE Industrials

Madnd SE

SWITZERLAND

Capital Int'l

Swiss Bank Ind

SWEDEN

J&P

WORLD

London

Zünch

Pans (fruing)

Luxembourd

S&P Composite

Tokyo

**New Stock Exchange** 

Jan 4,1968 - 100

1,346.10 1,115.28 682.12 473.58

123.03

150.66

795.2

478.79

516.27

485.7

11.30

763.61

681.6

409.6

53.54

184 73

843

942.3

148.3

121 7

819.4

358.6

Yearago

167.6

Prev \$325.75

S324.90

\$324.44

5324.00

1,010.1

FFr

Lira

CS

682.12

156.75

189.93

936.0

1,252.3

603.46

658.76

10.11

335.9

12,232,27 12,269,89 9,998,5

933.5

5520

94,69

136 72" 136 17 104.53

213.2

121 4

461.88

1,680 62 1,586.24 800 15

217,0

184.4

773.98

Prev

874 9 960,6

101.85

457 B

220 3

July 31 \$325.25

\$326.25

\$329.71

\$327.50

n/a 1,382.79 1,491.66

353.03 207.98

345,29 244 94

n/a 216.25

992.13 1,006.1

STOCK MARKET INDICES

1,347,45

692.88

157.06

190,92

1,261.7

606.45

663.69

330 6

551.0

94.28

Metals & Minls 2,100 30" 2,002.82 1,710 00 Composite 2,779.60" 2,772.56 2,138.40

120.7

461 88

354.16

184.9

345 81

771.95

111.98

453.9

218.2

GOLD (per ounce)

July 30

July 31

1,351.4 1,355.9

2.317.64 2.325 4

10.19

after announcing plans to issue \$174m in debentures.

Texas Instruments, although still subdued after the recent trading news, rose 5% to \$104%.

Airline stocks provided a boost for the Dow transportation average. The dis-closure that the other major carriers will match the higher fare structure introduced last week by United Airlines opening the way to an average increase

of 7 per cent in airline fares - brought widespread gains in stocks involved. . United jumped \$1% to \$54% and American \$1% to \$48%. Heavy turnover saw Pan Am \$¼ up at \$6%. Delta Air, expected shortly to follow the move to higher fares, gained \$1% to \$49%.

Downward pressures on fuel prices from the futures market also continued to boost airline stocks.

But underlying worries about interest rates were reflected in utility stocks. which abandoned an initial improvement to return to the downward path. Some credit market analysts believe that this week's record Treasury funding programme could spark a return of higher interest rates which would hurt the heavy capital commitments of the

The Detroit carmakers benefited from bargain hunters attracted by the falls in stock prices earlier this week. American Motors was unchanged at \$3%, with the market unshaken by the heavy second-quarter loss, which had been widely foreseen.

General Motors added \$\% to \$71\%, Ford \$1% to \$44%, and Chrysler \$% to \$35%, but none of the car stocks attracted heavy turnover.

Steel shares continued to respond warmly to the higher profits and dividend from U.S. Steel, which added \$% to \$30%. The profits statement from Bethlehem Steel took the stock up \$% to

CURRENCIES

2.817

237.3

8.57

2.2955 3.157

1,892.5

56.85

1.3509

INTEREST RATES

U.S BONDS

9.05 x<sup>2</sup>

103-1-12

1041%s

July 31

Price 1004

83.4

236.65

8.56

2.298

3.1525

1,878.5

1.3519

(3-month offered rate)

(offered rate) 3-month U.S.S

U.S.3-month CDs U.S.3-month T-bii

Treasury

11% 1995

8" 1987

11% 2015

Corporate

10% June 1990

84 May 2000

10% May 2013

11 80 Feb 2013

U.S. Treasury Bo

8% 32nds of 100%

\$1m points of 100%

51m points of 100%

51m points of 100°c

£50,000 32nds of 100%

Sept

20-yes

Sept

(London)

Silver (spot fixing)

Oil (spot Arabian licht)

Copper (cash)

Coffee (Sept)

LONDON

Three-mo

U.S. Tressury Bills (IMM)

Certificates of Deposit (IMM)

Notional Gilt

COMMODITIES

Diamond Sharrrock

10% March 1993 96.85

10° May 1993 96.535

Federated Dept Stores

AT & T

1992

6-month U.S.\$

July 31

1.4085

3.955

333.5

12.0575

3 245 4.445

2,659 0

79.75

1.9075

11% 4% 41%

8's 7 90 7.25

Yield

10 44

10.60

10.76

Yield

10,11

11 10

101 11 75

12% Dec 2012 100.50 12.25 100.50 12.25

FINANCIAL FUTURES

75-01 75-07 74-16 74-2

92.65 92.68 92.61 92.63

91.96 91 97 91.90 91 92

91.63 91.66 91.59 91,68

112-14 113-17 112-14 113-17

443 65p

\$27.20

£1,056 00 £1,081.00

£1,584,00 £1,540,00

438 40p

1.423 4.0

336.75

12.175

4.4975

2,683.0

80.8

1,9225

1176 4% 41%

11%

8% 8% 7% 7.80 7.275

Prev

Price Yield

99<sup>27)</sup> pr 9.05

103\*\* 10 639

104532 10.78

Price Yield 100% 10.11

80% 880

83% 11.10

\*\* :: KEY MARKET MONITORS (\*) (\*) \*

518%, and Inland Steel, \$1% up at \$24 was firm ahead of results,

Stock in Levi Strauss, the jeans manufacturer, topped the active list, gaining \$1% to \$49% on the buyout plan agree-

Colgate-Paimolive slipped \$% to \$27% in heavy turnover as the stock buyback plan unfolded. Wall Street wondered if a bid defence was being mounted and whether the predator might be forced to make a many make a move.

In the banking sector, BankAmerica slipped 5½ to \$16½ as the bank commenced its staff cutting programme. Other banking stocks began to benefit from recommendation by a leading brokerage house. At \$68%, Bankers Trust gained \$1½, J. P. Morgan added \$% to \$49 and Chase Manhattan at \$57½ was \$3% better. \$% better.

The bond market turned firm at midsession, despite a general unwillingness to open up positions ahead of the Treasury's announcement of its new refunding programme. Gains of half a point or so were recorded at the longer end.

But the short end of the credit market was discouraged by a federal funds rate which moved up 8% per cent as the banking settlement operations un-wound. Treasury bill rates were either side of their overnight levels, while money market rates shaded by about five basis points.

## **Foreigners** rush to sell financials

FINANCIAL and public works-related stocks were lower while biotechnology and blue-chip issues revived in Tokyo yesterday, writes Shigeo Nishiwaki of Jiji Press.

The Nikkei-Dow average extended its decline amid investor uncertainty about market prospects, losing 37.62 points to 12,232.27 for its third successive drop. The view was firming that the market correction would be prolonged as the index's 200-day moving average fell below 12,248. The broader-based Tokyo stock exchange index plunged 14.02 points to 992.13, falling below the 1,000 level for the first time in about two months.

Volume contracted marginally to 426.45m shares from Tuesday's 464.68m. Declines outnumbered advances 461 to 387 with 98 issues unchanged.

Financial stocks, especially non-life

insurances, dropped in massive foreign selling. One large securities house said it had received orders from European institutional investors to sell financial and dublic works-related stocks in several million shares.

Another firm noted that foreigners' sell orders, placed with the big four brokers early in the morning, totalled more than 7m shares.

The foreign rush to sell financial stocks was interpreted as concern about their continued surge since late last

Major non-life insurers to lose were Tokio Marine and Fire Insurance, down Y95 to Y850 and Taisho Marine and Fire Insurance, down Y77 to Y555. Among bank stocks, Mitsubishi Trust and Banking and Sumitomo Trust and Banking moved the maximum Y200 down to Y1,090 and Y1,170, respectively. Sumitimo Bank relinquished Y50 to Y1,830.

Public works-related issues eased on a broad front. Sumitomo Construction, ranking third on the list of 10 most active stocks with 15.67m shares, lost Y21 to Y334. Sato Kogyo, which had gained ground on speculative buying, fell Y41 to Y417, and Wakachiku Construction

moved 174 down to Y635.

Biotechnology stocks were spotlighted. Kuraray gained Y140 to Y1,320, surpassing its previous record high of Y1,250 reached on February 6, on heavy

volume of 16.62m shares. Blue-chip stocks, particularly in the electrical sector, firmed in thin trading. Anritsu Electric put on Y130 to Y1,530, Sony Y90 to Y3,500 and Hitachi Y9 to Y700.

This amounted to an about-face in the trading pattern since last April - buying works-related and financial stocks while selling biotechnology and blue-chip issues. The market view, however, was that the slump in favourites had caused some investors to divert money to biotechnology and blue-chip shares to make quick profits.

The bond market staged a sharp rally after six trading days of weakness as some securities firms, encouraged by the renewed stability of U.S. long-term bond prices, flocked to buy bonds. The yield on the benchmark 6.8 per cent gov-ernment bond due in December 1994 eased to 6.420 per cent from Tuesday's 6.480 per cent.

#### **AUSTRALIA**

INITIAL weakness in Sydney was overturned by midsession and prices firmed as buyers surged into the resource sec-

The All Ordinaries index, which had drifted as low as 930.7 during the day, rose 3.5 to end at 936.0. ☐ Please send me full details of

In the resources sector, BHP gained 4 cents to AS6.66 on high turnover, CSR added 7 cents to AS3.25 on speculation that the company has offloaded half its stake in Delhi Petroleum to Esso for A\$650m, and Santos rose 22 cents to AS5.70 on news of this possible sale because investors had been concerned that Santos may be considering buying Del**EUROPE** 

### **Sporadic** forays lift tone

FOREIGN INVESTORS made sporadic forays onto the European bourses yesterday as some operators judged it prudent to set aside concern over the fall in the dollar at least for the moment.

Germany and Sweden were centres of particular overseas interest while Belgium braced itself for the full impact in a rise in the bank discount rate.

Carmakers were given the green light in a moderately active Frankfurt that staged a partial recovery, although the Commerzbank index lost 4.5 to 1351.4. Porsche recouped DM 54 of its recent

heavy losses to close at DM 1,289 and VW added DM 3.50 to DM 285.50. Daimler managed a DM 3 rally to DM 822 exdividend. Banks posted gains of between DM 1 and DM 2 as Commerzbank firmed DM

1.90 to DM 207.10 and the stores sector was largely steady despite Horten's DM 1 setback to DM 183. Munich Re was marked down a hefty DM 85 to DM 1,750 while associate in-

surer Allianz managed a modest DM 5 rise to DM 1,300. Chemicals did not enjoy the full benef-

it of the foreign buying as Hoechstieged 10 pfg up to DM 211.30 and Bayer dipped 50 pfg to DM 211.

Bonds were steady as the Bundesbank sold DM 27.2m in paper after Tuesdand 20 Cm 21 cm.

day's 72,8m purchase. Overseas support surfaced in Stockholm amid prime ministerial denials of

an increase in share taxation. Electrolux topped the active list with a SKr 3 rise to SKr 286, while gains of SKr 2 each were scored by Atlas Copco at SKr 109 and SKF at SKr 228. Stora Kopparberg snatched the prize for largest gain of the session with its sparkling SKr 16 jump to SKr 151. The group has recently moved within a narrow band near the bottom of its 1985 trading range.

Brussels edged lower in light trading without any broad impact from the % percentage point increase in official Belgian interest rates.

Utilities, always sensitive to interest rate moves, turned lower as Electrobel lost BFr 50 to BFr 8.540 and Intercom weakened BFr 35 to BFr 2,265. Some traders expect a wider reaction to the

rate move today. Petrofina traded BFr 50 higher to BFr

8.540 and Gevaert moved BFr 10 up to BFr 4,000.

Zurich edged lower as banks eased and insurers finished mixed. Bond prices closed slightly higher on interest rate and currency considerations.

rate and currency considerations.

The summer holiday mood was much in evidence in a weaker Paris that took stores group Galeries Lafayette 4.4 per cent lower with a FFr 30 fall to FFr 650 while the electronics sector was led down by Radiotechnique by FFr 12 to FFr 283, a 3.4 per cent setback. Lesieur moued against the trend with a FFr 35 moved against the trend with a FFr 35 advance to FFr 605

The mixed finish in Amsterdam was almost a re-run of Tuesday's trading with Akzo finding favour in brittle internationals as the dollar lost further ground. The fibres group rose F1 1.50 to F1 124.50, another new 1985 high while Unilever lost Fi 1.30 to close at F1 345.20 and Royal Dutch lost 30 cents to FI 195.

A shortage of paper and bearish interest rate sentiment bolstered bond prices by up to 50 basis points although gains of between 10 and 30 were more common. Foreign investors were active.

An uncertain start was overcome in Milan with insurers giving the session a mian with insurers giving the session a firmed lead. Generali put on 1.750 to 1.54,750 while on the industrial pitches, Fiat jumped to 1.4,130 a gain of 1.55 while Montedison lost 1.2 to 1.2,013. State controlled banks were easier as

Banco Commerciale Italiana retreated L300 to L23,700 ahead of today's meeting in Rome by the IRI state holding company which owns 87.6 per cent of the bank, about prospects for the partial privatisation of BCL

Light trading persisted in Madrid with banks and utilities making modest progress.

#### **SOUTH AFRICA**

AS THE rand plunged to a six-month low against the U.S. dollar in early hectic trading, investors stepped in to buy gold shares which ended the session

Some late profit-taking trummed gains, however, and left Vaal Reefs up R6 at R169, after touching R173, Buffels R3 ahead at R64.50 and Driefontein R3.25 higher at R45.25.

#### CANADA

AN ACTIVE Toronto saw prices moving higher after the two previous lower ses-

Power Corporation added C\$1/4 to C\$19%, International Thomson gained C\$% to C\$9% and Bank of British Columbia moved ahead CS% to C\$5%.

Prices also rose higher across the board in Montreal.

LONDON

## Blue chips stage late turnround

LEADING shares staged a marked turnround late in the session in London yes-terday and the FT Ordinary share index ended 7.1 up at 943.1.

ended 7.1 up at 943.1.

Prices had earlier been unsettled by the UK employer's group warning that the economic recovery could be losing momentum. Blue chips were immediately marked down but later recovered on exchange rate considerations as the pound rose against the dollar.

A combination of overseas profit-taking and switching to index-linked issues lowered conventional government securities. Longer-dated gilts eased progressively to close with losses of about one

In marked contrast, index-linked stocks rose by amounts extending to %. Chief price changes, Page 33; Details, Page 32, Share information service, Pages 30-31.

#### **HONG KONG**

AFTER a steady opening in Hong Kong, selling soon emerged to send prices low-er across the board. The Hang Seng in-dex lost 5.62 to close the half-day session at 1,680.62.

In mixed banks, Hongkong Bank added 10 cents to HK\$8.00, Bank of East Asia was unchanged at HK\$23.40 while Hang Seng lost 25 cents to HK\$47.25. Properties drifted lower with Cheung

Kong off 30 cents at HK\$17.70. Hongkong Land 5 cents to HK\$6.40 while Sun Hung Kai remained steady at HK\$12.90.

#### **SINGAPORE**

PROFIT-TAKING continued to claw at prices in Singapore but some late buying brought shares up from their lows of

Among active issues, Sigma rose 12 cents to S\$3.20, Federal Cables gained 2 cents to S\$1.05, Sime Darby shed 1 cent to S\$1.92 and Pan-Electric was 4 cents lower at S\$2.16. Hotels, properties and plantations

were generally softer with banks and major industrials narrowly mixed.

Malayan Banking lost 5 cents to S\$5.75, OCBC the same amount to S\$8.55, OUB added 1 cent to S\$2.79 and UOB was unchanged at S\$3.78.

1 3000

W. i

`.C.

**FINANCIAL TIMES** CONFERENCES World Motor Conference

Frankfurt, 12 & 13 September, 1985 Globalisation will be the principal theme at the Financial Times 1985 World Motor Conference which will be chaired by

Mr Robert Lutz and Mr Rudolph Stahl. The authoritative panel of speakers will include: Mr Umberto Agnelli

Fiat Group

Mr Robert A Lutz Ford of Europe Inc

M Bernard Hanon Former Chairman of Renault

Dr Eberhard von Koerber Bayerische Motoren Werke AG

Mr Sten Langenius Volvo Truck Corporation

Dr Sergio Pininfarina Industrie Pininfarina SpA

Mr Roger B Vincent Bankers Trust Company

Mr Paul Anderson Booz Allen & Hamilton Inc Dr Carl H Hahn Volkswagen AG

Mr Archie M Long General Motors Corporation

Mr Rudolph Stahl Robert Bosch GmbH

Mr Peter W Schutz Dr. Ing. h.c.F. Porsche AG

Mr John M Neill Unipart Group Limited

Mr Paolo Cantarella Comau SpA

Ms Maryann N Keller Vilas-Fischer Associates

Mr Joseph Schulte

J Walter Thompson USA Inc

**Enquiry Form WORLD MOTOR** CONFERENCE

the World Motor Conference

**FINANCIAL TIMES** CONFERENCES

To: Financial Times Conference Organisation Minster House, Arthur Street, London EC4R 9AX Tel: 01-621 1355 Telex: London 27347 FTCONF G

Name Title. Company/Organisation \_\_ Address \_ Country\_ Telephone\_\_\_\_ Type of Business\_

New York (Aug) Latest anarable fourt